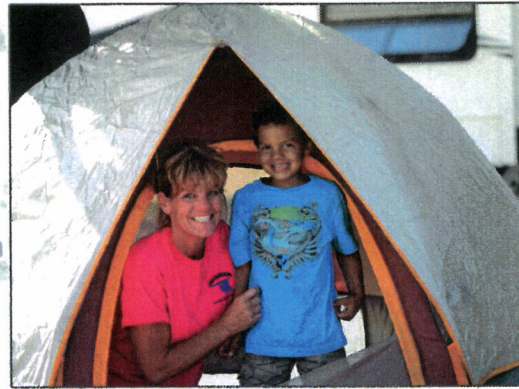


MONTANA STATE PARKS

CONCESSIONS OPPORTUNITY REVIEW

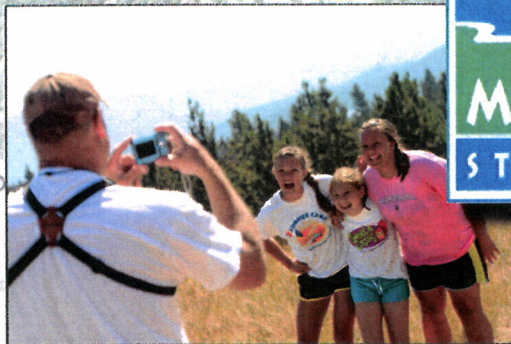
December 2012



Bozeman

Billings

Sheridan



Photos courtesy:
Montana
State Parks

Prepared By:

Bud Surles Consulting Group, LLC



Signature Resorts for the 21st Century

CONCESSION OPPORTUNITY REVIEW

MONTANA STATE PARKS

TABLE OF CONTENTS

Introduction and Executive Summary.....	1
Process.....	10
Concession Operations in the Montana State Parks.....	15
Examination of Existing Concession Services.....	15
Tongue River Reservoir State Park.....	16
Hell Creek State Park.....	21
Lewis and Clark Caverns State Park.....	24
Future Concession Opportunities in Selected Montana State Park Sites.....	27
Makoshika State Park.....	27
Flathead Lake Parks.....	30
Wild Horse Island State Park.....	31
Big Arm State Park.....	33
Lake Mary Ronan State Park.....	34
Cooney State Park.....	35
Building Strong Private Concession Relationships.....	37
Length of Term.....	37
Preferential Rights of Renewal.....	38
Possessory Interest.....	38
Exclusive Rights of Operation.....	39
Concession Fees.....	40
Right of Sale of Contract.....	41
Standards of Operation.....	42
Public/Private Partnerships.....	44
Permit.....	44
Concessions Contract	44
Public/Private Partnership.....	44
Campgrounds.....	47
Other Recommendations.....	56
Special Use Permits.....	56
Concession Contract for Internet.....	56
Legislative Initiatives.....	57
Conclusion.....	58
Suggested or Conceptual Language for Concession Policy.....	59
Commercial Use Permit Fee Rule.....	Appendix A
7-State Survey/Market Analysis.....	Appendix B
Internet Service.....	Appendix C
Buddy Site Design.....	Appendix D

I. Introduction and Executive Summary

All across America, the very name “Montana” conjures up wild and wonderful fantasies for those who love the outdoors. To dream of one day visiting this magnificent place is beyond the wildest hope for so many. Mountains, lakes, rivers, streams, open plains, rugged badlands, and a history rich with exploration and defense of ideals are all framed in the dreamers’ minds of the once in a lifetime vacation, adventure, or a place of the heart. Montana is magical and the State Parks of Montana provide an uncanny and unique way for people to fulfill their dreams. Nowhere does government, at any level, have a better opportunity to bring joy to people than in providing a great park system. In Montana, the opportunities to do that are better than most any place else in the world.

This realization is over 100 years old as our early pioneers began to work in unprecedented ways to preserve Montana for future generations. Yellowstone and Glacier National Parks are just part of that idea. From the beginning of this impetus to protect and provide for the enjoyment of the natural and historic resources, private enterprise and the public sector have forged compacts to make Montana accessible and enjoyable. The State Parks of Montana have continued this practice over the last century to make this enchanting State available to residents and visitors alike. This study is designed to assist the State Parks in continuing using public/private partnerships to make Montana available, while at the same time protecting her for generations to come – so that they too might celebrate the magic of Montana.

In 1988, Bud Surles Consulting Group, then called Rocky Mountain Outdoors, was contracted by the Montana State Parks to do a Revenue Management Review for the Parks and the overall Park System. There have been dramatic changes and improvements since the 1988 study, and there have been many new and unanticipated challenges face the Park system as well. We live in a different world than we did 25 years ago. It is a world which is framed by economic uncertainties, high fuel prices, internet and computer systems available to almost every Park user, rapid and ever-changing consumer demands, and political changes in the way people interact with their government. The Montana State Park System is affected by each of these realities and must be responsive to them. Therefore, the Montana State Parks Division contracted anew with Bud Surles Consulting Group to closely look at how the Park System can best operate within the modern and ever changing realities of the 21st Century.

This report will examine current circumstances of potential concession opportunities within the Montana State Parks and attempt to assist management in retaining, improving, or changing the ways it does business in the revenue management arena so critical to modern government and business. In doing so, the report will examine existing concession operations to assist management in determining if the current contracts and agreements are best suited for the areas in which they are contracted and to make recommendations for changes where such changes would result in greater investment into the Parks, better visitor service, and a more harmonious relationship with the goals and objectives. The report will also examine potential new concession opportunities, explore some of the roadblocks which may hamper such opportunities, and make recommendations for future development. Beyond the

concessions and concession management arena, the report will also explore the operations under the Enterprise Fund to assist management in determining if these are run to the maximum efficiency and effectiveness, and in so doing create the highest yield to the Montana State Parks revenue stream. However, one of the major objectives of the report lies beyond those things. It is the intention of the report to provide the Montana State Parks the tools to be relevant to current users of state parks; to be flexible enough to face the future demands; and to protect and preserve the best of outdoor America.

Examination of Private Sector Involvement in Montana State Parks

A thorough analysis of the roles of government and the private sectors in state park operations is the foundation of this report. While some may disagree with the boundaries of either the government or the private sector operating on public lands, there needs to be honest dialogue about the capabilities and limitations of each sector in providing the best visitor service possible while maintaining the preservation of the natural and historical resources. The report does that both generally and specifically for six parks. Three are parks that currently have private concessionaires providing visitor services, and three were examined to demonstrate the nature and types of visitor services which could be provided to enhance both enjoyment and preservation.

Existing Parks with Concessionaires

There are currently three State Parks which provide for visitor services through concession contracts. These are Tongue River Reservoir State Park, Lewis and Clark Caverns State Park, and Hell Creek State Park. Each of these

existing concession contracts deal primarily with retail sales, however, at Hell Creek this is expanded to overnight accommodations as well. Each of these existing concession contracts will be considered separately on their own merits, and general recommendations for each one will be made (which in most cases will be tied to later recommendations in the third segment). Each concession business was examined with five goals in mind. These were:

1. To make a professional analysis of the services currently provided as to their adequacy of meeting the contract requirements.
2. To examine the existing contracts to determine the adequacy of the services contemplated in the contract to meet current visitor demand, to improve existing services, and to make professional recommendations of how well the existing can better serve future operations.
3. To determine if the contracts were adequate to meet the demands of the Park system and its visitors.
4. To assess any problems or stumbling blocks that might stand in the way for the future. And,
5. To explore other revenue opportunities within each Park.

Without exception, my visits to the State Parks showed extraordinary growth since my 1988 study. There was tremendous growth in professionalism, park design, and management practices. It was exciting to witness, and legislative and executive leaders should be proud of what has happened. The three parks where existing concession operations were examined were no exception. That is not to say that there are not new opportunities to explore, or problems to be solved, but with the

right legislative initiatives and applications of the principles of good concession contracting, these can be met.

Tongue River Reservoir State Park

Tongue River Reservoir State Park currently serves the commercial needs of the visitors through a contract that will expire in 2014. The report deals with the need for expanded visitor services and contract recommendations to make those happen.

Hell Creek State Park

Hell Creek State Park is remote, hard to get to, and not on traditional visitor pathways through the State. However, those very factors are part of its real charm. Hell Creek is really a reflection of the Montana that people dream of. Visitor services there are provided by a single concessionaire who is a unique individual willing to serve the visitors year round. Although his contract expires in 2018, there are immediate concerns of expanding visitor services which would best be served by establishing a new contract based on the principles outlined in this report. There is a full examination and recommendation regarding this service in the main report.

Lewis and Clark Caverns State Park

This park is almost a flagship park of the system. It is well designed, well presented, and has an excellent concessionaire providing the highest level of food and gift services. The contract is now expired, but every effort should be made to not diminish one iota the level and quality of the goods and services of the expired agreement. The report recommends how to continue this excellent service.

Future Concession Opportunities in Selected Montana State Parks

Besides exploring the parameters of the three existing concession operations, this report examines opportunities in other parks in the Montana State Park system. The specific parks are Makoshika, Cooney, and the parks surrounding Flathead Lake. Each of these was examined separately.

Makoshika State Park

If Lewis and Clark is a flagship park, Makoshika is one of the crown jewels of the system. Although it is minutes off the Interstate Highway, it is far away from the other attractions of Montana, which diminishes its capability as a destination in and of itself. However, there is so much to offer at this park for archeologists, paleontologists, photographers, and outdoor enthusiasts, that with the proper facilities and services here, it could become a destination in and unto itself. The report explores ways this can be done.

Flathead Lake Park

Flathead Lake is the epitome of the Montana experience. Scenery, recreation, and historical significance all are contained in and around this lake environment. Unique among parks across the nation is the Wild Horse Island which is part of the State Park System's offering on this nationally famous lake. Professionalism abounds in the management of these parks and all that is lacking is ample visitor services to supply the needs of existing visitors and enhancing economic growth in the area. The report explores ways to make this happen.

Cooney State Park

This Park is located on an irrigation reservoir and near one of Montana's major population centers. Its proximity to Billings and its ability to provide water-based recreation to that market makes it truly a unique opportunity for the State Park Systems to touch many lives. There are issues with the lake fluctuation, but with good planning and design, these issues could be somewhat mitigated. The report deals with ways this can happen.

Building Strong Private Concession Relationships

Implicit in all the former recommendations and proposals is a system of contracting for private concession services within the Montana State Parks that is responsive to the demands of private capital investment. The following is a list of important contract provisions which will enhance private capital investment in the Parks. As discussed in an earlier section of this report, there are simply some things that the private sector can do better because of its flexibility. To the extent that private capital can be sought in relationship to the very important mission, goals, and objectives of the Montana State Parks and of individual parks, just laws, contracting regulations and policies should be adopted to encourage quality development, operation, and profitability of commercial enterprises within the Parks. The report examines ways to have more effective concession contracting by exploring several issues

1. Length of Term – Recommendations of contract terms that align with private sector investment principles.

2. Preferential Rights of Renewal – Providing language that will allow necessary investment and upkeep to the very end of a contract period.
3. Possessory Interest – Ownership is a way to attract investment dollars that may otherwise not be available for public parks. The report explores ethical ways in which this can be done.
4. Exclusive Rights of Operation – Private concessionaires are part of a team whose function is serving guests. As such, they may be required to operate in very unprofitable times. By protecting the good times, the park can demand service in the marginal times.
5. Concession Fees – In a way, these fees represent the value of the contract. A good philosophy of management and the legislative requirements regarding these fees is essential to good relationships between the State and its concession operators.
6. Rights of Sale of Contract – A bad sale can result in real problems for the State. Therefore, approval of sales is an integral part of concessions management.
7. Standards of Operation – Since in most concession facilities there is no competition to challenge operators to a higher standard, it becomes the State's responsibility to establish the standards and require adherence to those standards.

Public/Private Partnerships

While concession contracts establish a certain kind of partnership arrangement, in this context we discuss a different type of arrangement that is designed to operate in a different nature and scope. These are discussed at length in the report and recommendations of making these possible are included.

Other Recommendations

The report concludes by exploring other opportunities to enhance the revenue potential in the State Park System.

Conclusion

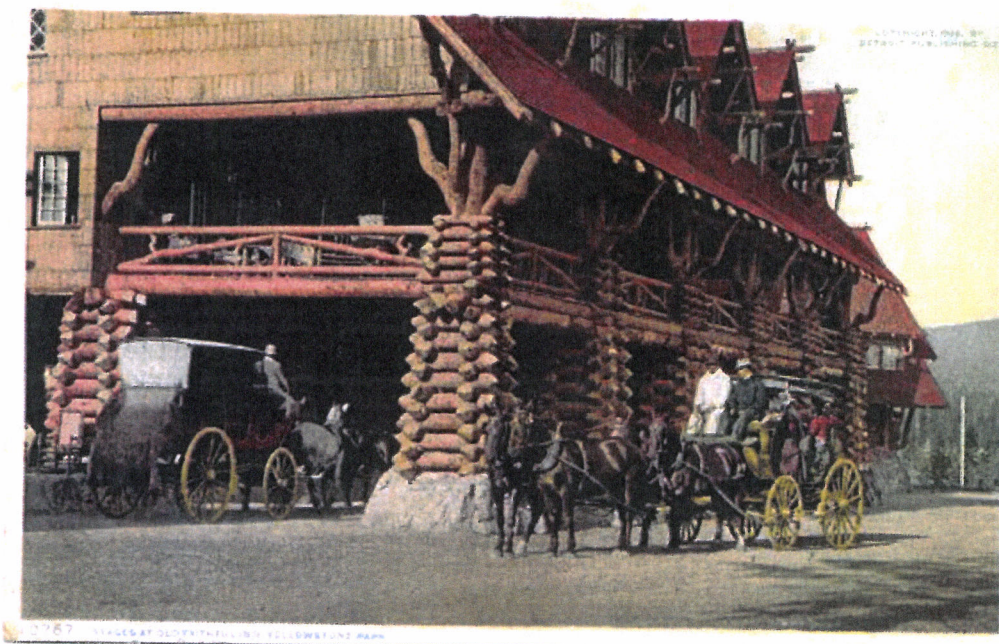
As previously stated, the improvement in the Montana State Parks has been immense. The State Park System is professionally equipped to operate at a much higher level of providing visitor enjoyment and protection of its resources. We feel that if there are legislative initiatives consistent with the recommendations of this report, there will be new economic realities, improved parks, and enhanced visitor services that will match the powerful magic that is Montana.

II. Process

Examination of Private Sector Involvement in State Parks

Before examining the private sector involvement in the Montana State Parks specifically, it would best be served to examine the issues which must surround the decisions of private sector involvement on government property in general.

Over the history of management of local, state, and federal recreation properties there has consistently been a demonstration of support needed in which government has not been ideally equipped to handle. Recreation areas and parks have been so designated and set aside because there is an expressed need for recreational opportunities, preservation purposes, or for protection of other resources. Many times these needs can be addressed by the government entities involved without need for other involvement. Yet there are times when the very existence of the recreation and park areas creates a demand which the government is ill equipped to provide for various reasons, particularly in the area of commercial concession services. Traditionally when this occurs, the managing governmental agency has sought and contracted for assistance from the private sector. Many times this has resulted in accelerated levels of services and facilities (many of the beautiful facilities in state and national parks across America are a result of creative and innovative concession contracting), while at other times it has resulted in poor service, bad relationships, and at times a thwarting of the higher purposes for which the relationship was constructed in the first place. It is essential for policy makers and operators to understand what makes the difference, since the success of this report for Montana will rely upon creating an effective environment for public/private partnerships.



The Old Faithful Inn is now entering its second century as a fully constructed and operated concessions facility.



The Mini-Glacier Lodge in Glacier National Park (in Montana) was constructed by the Great Northern Railroad and pre-dates the National Park Service.

The role of government in park and recreation facilities is to provide recreation lands and opportunities to its citizenry and to protect and preserve the land for the future enjoyment of the people. The role of the private sector is to take its advantages of less restrained (free from long-term budget demands, political requirements imposed upon government, and lack of flexibility in the human resources arenas) usage of private capital to help the governmental entity meet its objectives. There are certain things which are indicative of most governmental agencies which make it difficult for them to meet the demands they may face.

Government personnel requirements, contracting laws, and purchasing regulations – There are many issues which come under this heading, but broadly speaking, some are discussed below:

1. Government has a set number of employees it can allocate to any project. In stewardship of finite resources, government tends to generally set these numbers far in advance of the demand time in which they are needed, and therefore cannot be responsive to seasonal demands generally required in park and recreation settings;
2. Purchasing procedures, being responsive to general state purchasing requirements and bid processes, are too cumbersome for the ebb and flow of visitor services, supply and demand, and emergency needs;
3. Capital requirements, for the most part, must be handled through a budget process, meted out by legislative bodies, many times two years in advance. Visitor trends create demands which most often are more immediate in nature; and

4. Daily ebb and flow of visitors are responsive to many factors including weather, economic factors, and fuel costs. Generally government cannot be responsive to short-term demands, particularly in the customer service areas.

Government must be more responsive to political pressures than does the private sector. Even though contracting with the private sector does not alleviate these pressures, because of the longer term nature of the agreements, they are more secure in day-to-day operations.

On the other hand, the private sector can generally be more responsive to providing concession services in park and recreation areas. The ability to hire and fire employees without tedious regulation and oversight mechanisms allow a private concessionaire to staff and supply with less regard to politics, procedures, or regulations set far outside the boundaries of visitor service needs. This is not to be negative of governmental processes, but is recognition of the vast differences between government service and private sector commercial operations.

When government's elected officials recognize the differences in the ability to meet concession service demands, laws can be crafted creatively to help facilitate this reality. Sample language is provided as a part of this report on pages 36-43 and pages 52-53. The following are areas that should be addressed:

1. Recognition of the financial requirements of the commercial lending institutions which make the rules by which the private sector must operate.

2. The need for the private sector to have some security on their investments (so, too, do lenders before making capital available).
3. Length of term of contract agreements must be reflective of what commercial lenders and the Internal Revenue Service requires and allows for private investment and depreciation.
4. There needs to be performance rewards based upon the concessionaire's meeting the mission of the agency; providing good to exceptional visitor service; and to provide continuity in the latter years of contract periods.
5. Protections against unwarranted competition where non-profitable services are required by the government. These services would include such things as operating in shoulder seasons, expanding hours to non-profitable times as a visitor convenience, or providing visitor convenience items (i.e., fishing licenses, etc.) even when not profitable.

With these realities in mind, an open discussion of the specific nature of concession operations in Montana State Parks can ensue. The following section of this report deals with concession operations in the Montana State Parks.

III. Concession Operations in the Montana State Parks

This portion of the report is divided into three segments.

- The first is an examination of existing concession facilities and services in three state Parks and recommendations for the future of those operations.
- The second is an examination of potential concession opportunities that may exist in the system.
- And the third is an examination of how to encourage strong visitor services through concessionaires in the decades to come.

Examination of Existing Concession Services

There are currently three State Parks which provide for visitor services through concession contracts. These are Tongue River Reservoir State Park, Lewis and Clark Caverns State Park, and Hell Creek State Park. Each of these existing concession contracts deal primarily with retail sales, however, at Hell Creek this is expanded to overnight accommodations as well. Each of these existing concession contracts will be considered separately on their own merits, and general recommendations for each one will be made (which in most cases will be tied to later recommendations in the third segment). Each concession business was examined with five goals in mind. These were:

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3. To determine if the contracts were adequate to meet the demands of the Park system and its visitors.
4. To assess any problems or stumbling blocks that might stand in the way for the future. And,
5. To explore other revenue opportunities within each Park.

Tongue River Reservoir State Park

Tongue River Reservoir State Park is located on the Tongue River Reservoir offering boating, fishing, water sports, and camping. It is located NE of Sheridan, Wyoming, 6 miles north of Decker, Montana, on Secondary 314.



Tongue River Reservoir State Park (from Google Earth)

Existing Conditions and Terms

Currently the concession contract is scheduled to expire in 2014 with provisions for a 3-year renewal. The concession is run by a professional visitor service provider,

and to the best of his ability, the services and facilities under the contract are operated satisfactorily. The services consist of camping and picnic supplies, fuel and fuel supplies, dry dock storage facilities, fishing tackle and bait, licensing, firewood, and limited food service. The observations made during the site visit were:

1. The existing concessionaire performs satisfactorily and in most cases above satisfactory considering the various limitations that are discussed.
2. Kitchen facilities and expanded food service capabilities are needed. The Park is many miles from supplies and food and beverage services offered outside the Park. This increases the demand for a higher level of food service in the Park than is currently provided under the existing contract. However, there is currently not enough room in the State owned concession building to provide that service.
3. A corollary to more kitchen facilities is more food service offered to Park visitors. This will require more storage and more seating capacity (both indoor and outdoor), as well as additional kitchen facilities.
4. A better emergency power supply system is needed. Currently, because of sporadic power supply, storage of perishables is problematic and there is a disincentive to have ample back-up supplies which demand refrigeration. These outages have occurred in peak use times adding to the pressures even more.
5. More storage is essential. Because of the road conditions and the relatively low volume of consumption (as compared to retail and food

services in populated areas) the economy of the operation is greatly hampered by the need of the concessionaire to make almost daily trips to the suppliers. This is neither sound from good business sense, nor is it environmentally sound.

6. There are currently a very limited number of events to increase Park usage which could in turn create more profit incentive for the concessionaire. (Examples set by Hell Creek State Park provide a demonstration of the effectiveness of events of boosting Park concessions.)
7. Employee housing for concessionaires is totally absent. All seasonal employees currently live with the concessionaire. This is unhealthy and does not promote good visitor attitudes, nor does it provide good attitudes between the State employees and the concessionaires.
8. The concession building is State owned and investment in this building by the concessionaire has no provisions in the existing contract and consequently does not carry with it provisions for protection of such investment (will be discussed in the contract language section on pp. 36-43).
9. The existing contract expires at the end of the 2014 season. Although there is a three-year renewal provision, it is inadequate for the concessionaire to make the investments which are sorely needed in the concession facilities.

Recommendations

The concession operations at Tongue River should be designed and developed to meet current and future demands. The existing concession building is too small to provide the cold and dry storage necessary in this remote area. Nor is it large enough to provide adequate food storage for a food service facility, which would be highly desirable in this remote location. This is not due to poor management by State Park staff, nor lack of concern or professionalism on the part of the existing concessionaire. It is really more a result of inadequate contracting abilities by the State Parks to encourage private sector investment and to be responsive to ever-changing visitor demands. Both could be remedied by a good concession contract which could encourage private sector investment and services in areas which the State Parks cannot provide. The following is a list of recommendations of what needs to be addressed in the Park to enhance the visitor experience, to further meet the goals and objectives of the State Park, and to be responsive to ever changing demand.

To accomplish the recommendations that follow, a new contractual relationship is a must. This relationship and the rationale for the recommendations are spelled out in this report.

The existing concession building should be expanded by the current concessionaire to include (with regard to the language presented in pp. 36-43 of this report):

1. Expanded shelf and retail space;
2. A kitchen facility to provide a grill service for sit-down meals;

3. Expanded seating capacity for both indoor and outdoor eating;
4. Additional dry storage to reduce supply trips and make supply deliveries less frequent;
5. Additional cold storage to provide for both an expanded food service and additional retail cold product storage.
6. Fueling operations should be both redesigned and enhanced for both motor boat fuels and vehicle fuels providing both diesel and gasoline. The capital provisions should be either at State expense or given weight under a provision of a possessory interest (pp. 38, 39).
7. Concession employee housing needs to be provided either in the form of full hookup trailer spaces or by dormitory type facilities. The arrangement of this provision (either State or concession constructed) must be addressed in the contract.
8. The ability to promote and provide special events, tournaments and other activities could enhance Park visitation and expand the profitability of the concessionaire.
9. Although the addition of rental cabins will be discussed under a different section (Public/Private Partnerships, pp. 44-46) it is the belief of the consultant that having rental cabins with sleeping and cooking facilities would be both profitable for the concessionaire and provide a needed visitor service.
10. Wet storage and day docks could serve to increase both profits and Park usage demand.

Hell Creek State Park

Hell Creek State Park is a State run recreation area primarily on leased Corps of Engineers land. It offers public access on the south shore of Fort Peck Reservoir and is 25 miles north of Jordan, Montana, on an unpaved county road.



Hell Creek State Park (Photo by Google Earth)

Existing Terms and Conditions

The existing concessions contract expires in December, 2018. In light of issues facing this Park that makes short-term solutions to some serious issues hard to deal with, these issues can only be addressed in one of two ways: 1) renegotiate a new long-term concession contract with the existing operator that reflects an intention to deal with the known issues that exist; or 2) facilitate a sale to a new operator contingent on renegotiated contract term and conditions. Other than either of these options, the State is faced with inadequate facilities and concession services for the next 5 years. The issues we found while visiting the Park are:

1. The main concession building burned down in December, 2005, and has not been replaced. Since this building was owned by the existing concessionaire, with the limited time (from the private sector perspective) left on the contract, he has not been compelled to replace the building. Furthermore, it is assumed that the insurance money collected when the fire occurred is no longer available for replacement (and based upon the stated amount, was totally inadequate for replacement).
2. The entire concession operation is condensed into temporary buildings not designed for the services which they are providing. New and appropriate retail space is desperately needed.
3. A new restaurant and retail store facility is sorely needed because of the distance to the nearest supplies and food and beverage services.
4. Many of the concession facilities are located dangerously near or below the high water levels of the reservoir and should be relocated.
5. There is inadequate potable water available for the concession facilities as they currently exist. Any new contract should address making ample water available to the concession facilities.
6. There are basic understandings of Park purposes and objectives which are not currently shared or appreciated by the concessionaire.
7. Although it seems current Park management and the concessionaire have a very good relationship, this has not always been the case. Any new contract structures should address the levels of existing cooperation as a matter of contract compliance.

8. Like at Tongue River Reservoir State Park, concessionaire employee housing is an issue because of the very remote nature of the Park.

Recommendations

There are many corollaries between good concession contracts and quality concessionaires. Because there are five years remaining on the existing contract, the issues related to good commercial services must either be postponed for the duration of the contract or negotiations should begin immediately to develop a new long-term arrangement with a concessionaire. Only the latter will produce the kind of facilities and services needed in the Park. Except for the general provisions provided in the third segment of the contract document, the following recommendations should be addressed in a newly negotiated contract:

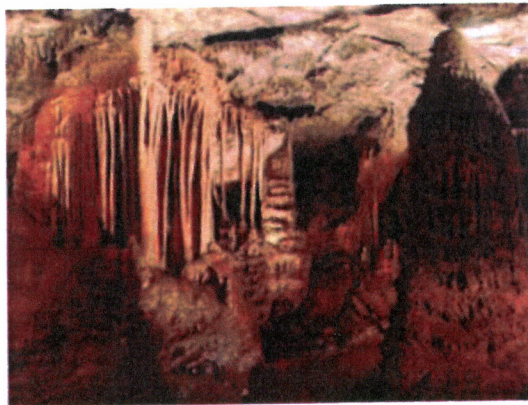
1. A new concession contract should spell out specific language regarding cooperation with the goals and objectives of the Park itself.
2. The contract should be of such length and possessory interest provisions (pp. 38, 39) that it is economically feasible for the concessionaire to reconstruct the store which burned down. More marina services, including day docks, wet docks, and fuel supply should be added. Although the reservoir has dramatic lake level fluctuations, properly designed facilities can make this possible.
3. Adequate storage, both dry and refrigerated, should be part of the new store facility.
4. Concessionaire employee housing should be addressed.
5. Careful attention to flood pools of the reservoir, of which the concessionaire has no control, should be incorporated.

6. Because of the distance to food service, at least a grill-type food service should be offered in a new concession building.

Hell Creek State Park is very remote and visitation is highly seasonal. The existing concessionaire works well within those parameters. Finding an operator who is willing and has the ability to live and work in those circumstances as well as one willing to work in complete cooperation with the State's purposes, goals, and objectives, may be hard to find. Therefore, it may be most productive to place high performance standards within the contract for persons willing to live and work in the remote conditions on the latter.

Lewis and Clark Caverns State Park

Lewis and Clark Caverns State Park is one of the "crown jewels" of the Montana State Park System and is one of the most highly decorated limestone caverns in the Northwest. It is 22 miles west of Three Forks, on Montana 2, or 18 miles east of Whitehall on Montana 2. Both routes are easily accessible off Interstate 90.



Lewis and Clark Caverns (photo courtesy of Montana State Parks)

Existing Terms and Conditions

The concession at Lewis and Clark Caverns State Park provides food service and the sale of gifts and souvenirs. The current contract expires this year (2012) and is up for renewal. While no concession operator is perfect and improvements must always be sought, it is the consultant's observation that the current concessionaire provides the services under the contract with excellence of attitude towards visitors, quality of services and facilities, and unique marketing approaches which greatly benefit the Park. Furthermore, this concessionaire is exemplary in walking hand-in-hand with the State Park staff regarding the mission, goals, and objectives of the State. Every effort must be made in retaining the existing level of service and facilities in the new concession contract.

Specific analysis of the current conditions is as follows:

1. The existing concessionaire has a unique purchasing and distribution plan which provides excellent quality to the visitors at the lowest possible rates.
2. The quality of the concessionaire's staff, exemplified in hard work and good customer service attitudes, would be hard to duplicate.
3. The selection of food for customers and retail items are consistent with the objectives of the Park.
4. The gifts and souvenirs are of excellent quality, tastefully selected, and priced reasonably.

Recommendations

Note: The State of Montana owns the existing facilities in which the concessionaire operates and has been diligent in keeping the facilities in good repair.

1. Because of the nature of the services offered, the current 7-year term is adequate because there is little requirement for facility investment by the concessionaire.
2. Preferential rights of renewal (to be discussed later) should be indicative of the new contract. As will be explained, this will give continuity of service to the very end of the term of the contract.
3. The unique marketing perspective (which keeps retail costs down) of the current concessionaire should be a primary consideration in the award of the new contract proposal.
4. Concession fees should be bid only as a secondary consideration in the award.

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Future Concession Opportunities in Selected Montana State Park Sites

Besides exploring the parameters of the three existing concession operations, this report examines opportunities in other parks in the Montana State Park system. The specific parks are Makoshika, Cooney, and the parks surrounding Flathead Lake. Each of these will be examined separately:

Makoshika State Park

Makoshika State Park is one of the crown jewels of Montana's State Parks. Hogback ridges, fluted hillsides, pinnacles and caprocks ornament the scenic views of the Park. It is located at the southeast edge of Glendive off Taylor Avenue.



Makoshika State Park (photo BSSG)

Makoshika has several features which give it that designation. It is primarily a natural park, providing visitors unique opportunities to enjoy the Badlands of Montana. Yet, it also has some of the most prolific layers of ancient fossils that can be found. If

visitors educate themselves even slightly, it is possible that they will be able to find dinosaur fossils. The Park also offers theatrical and entertainment productions in an outdoor amphitheater, providing high levels of entertainment in a rural setting. There is a campground, day-use areas, and a myriad of hiking trails throughout the Park.

The City of Glendive and Makoshika State Park share a common boundary on the west side, thus giving the access to food service and overnight accommodations at some level. However, there exists an innate desire for people to have extended stays within the boundary of quality park areas. Many of the visitors to Makoshika share in that desire.

The existence of the fossil remains offers many opportunities to promote and to house archeological digs – particularly those supported by educational and professional organizations. These digs provide education for park users, exploration for management, and income for the institutions. These digs, when properly promoted by a reputable professional archeological organization or educational institution, are very popular and users willingly pay from \$500 to \$10,000 to participate. After careful consideration of the legal and regulatory requirements of such digs, they have the possibility of becoming a stable source of income for Makoshika State Park.

Glendive has a privately owned and operated RV Park, and under normal circumstances enhanced campground development within the Park might be considered state-supported competition. However, this Park is already filled with long-term occupants, opening the door for the State Parks to develop larger, more improved campground facilities. This is important because this is the first State Park visitors from the eastern part of the U.S. encounter in the journey to enjoy Montana via I-94. There is

a market which can be developed without fear of competing with the private sector outside the Park (the source of this will be discussed in detail later).

The existence of the very popular outdoor amphitheater feature opens up opportunities for expanded productions. Although the current productions are free and are a service of the “Friends of Makoshika,” they have set the stage of success. A more intensified effort could be done on a profitable basis without adversely affecting what the “Friends” are currently doing.

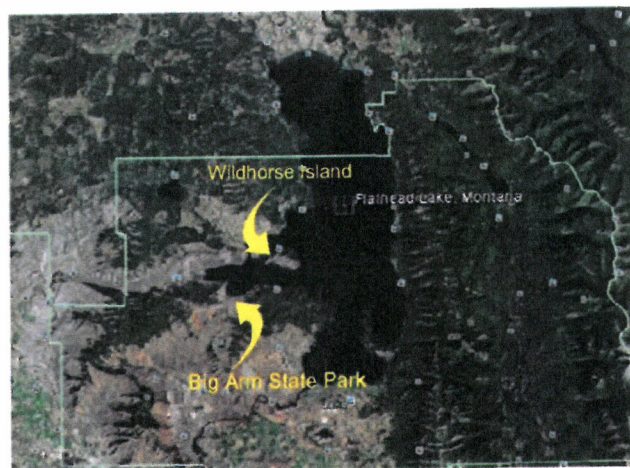
There is a great opportunity for cabins or cottages of the park model variety in this Park. We believe that Makoshika and Flathead Lake Parks are prime locations to begin experimenting with public/private partnerships in providing these units. This will be explored later in the report, distinguishing between the standard concession agreements and public/private partnerships.

Finally, a future opportunity for a private concession arrangement at Makoshika could be the acquisition of the privately owned Lion’s Club facility within the Park. This could be done on a concession basis (and possibly by the entrepreneur who invests in the cabins) as a way to make the Park more inviting and attractive to groups desiring to take advantage of the recreational and educational opportunities that Makoshika State Park has to offer. This should be considered under the provisions of the discussion on “Building Strong Private Relationships” pp. 36-43.

This is an exceptional park – a crown jewel in the system. However, its location and lack of accommodations keeps it from reaching its full potential.

Flathead Lake Parks

There are seven parks operated by Montana State Parks surrounding and in Flathead Lake, including a unique State Park on an island in the lake. Since the 1988 report, much has been accomplished in these parks. They are extra clean, well maintained, and serve the public very well. Lacking in these units, for various and sundry reasons, is quality private concession operations and services. The visitors to these parks must be fully prepared with supplies before entering or they will not have them available without drives of various distances. Factors impacting this reality are competitive factors with other private sector suppliers; Tribal considerations with the Flathead Tribe (since much of the south end of Flathead Lake is under their jurisdiction); and policies which could encourage private-sector involvement.



Flathead Lake (Google Earth base photo)

One unit of the Park is particularly ripe for consideration of commercial services. Big Arm State Park is ideally suited for a marina facility, cabins, and store and small eating facilities. It could also be an operations base for tours to Wild Horse Island State

Park, which is accessible only by boat approximately 3 miles from Big Arm State Park. In the discussion on Public/Private Partnerships, explanations on ways to make this work in an area lacking in waste water treatment will be explored. However, for this discussion, it is believed that there is ample demand at the Big Arm site (as well as the off-lake site of Lake Mary Ronan State Park) to provide additional private concession services.

Wild Horse Island State Park

Wild Horse Island State Park is a very unique resource in all of the state parks across the nation. Located approximately 3 miles from Big Arm State Park, it is most accessible from there. It is established under its own legislation with special provisions. With the exception of 52 inholdings on the northwest side of the Park, the 2300 acres is pristine and virtually untouched by the hand of man. The island park maintains a wild horse herd and is the site for many bighorn sheep and mule deer as well. Visitors to the Park will almost always be assured of a beautiful wildlife display. This Park has drawn the attention of National Geographic and the national media. Currently various operators transport hikers and sightseers to the island on a fee basis, none of which are tied to Montana State Parks by permit or contract. When the guests arrive they must be fully equipped with ample food and water for the trek ahead and the time spent on the island. There are two areas of private concession operations which I feel could benefit both the visitor enjoyment and awareness of the Park and for the goals and objectives of the Montana State Parks.

First, a private concession service based at Big Arm State Park would provide tours, access to the island, and food service for the operations. I believe this would be

highly profitable, increase visitor awareness of the island, and make it accessible to a wider variety of park users. Many elderly and physically disabled potential park users would have a new world opened to them. People who can only invest a day to visit the Park could have this available to them. For the most part, Wild Horse Island is not even on the radar screen of most visitors to Flathead Lake and Glacier National Park. Having a commercial tour operator there would make a dramatic change in that reality. To make this viable, carrying capacities for humans must be established, thereby establishing the nature, volume, and type of operations.

It is envisioned that a tour operator could have an exclusive right to dock on Wild Horse Island State Park, be the only authorized State operator to transport visitors to the island, assist the Montana State Parks in providing interpretation of the history and resources of the Park, and provide visitors with the necessary food and beverage services for island visits.

Second, besides the tour operation (or maybe in conjunction with the operation) it is felt that some overnight cottages would be a possibility for areas already impacted by the private inholdings on the island. These cabins would be self-contained and capable of serving overnight users and enhance the understanding and awareness of this unique Park. Again, with a base operation at Big Arm State Park for concession services, this could be of great benefit to visitors and potential visitors. The chalets offered in Glacier National Park would be an example of providing a higher level of visitor accommodations in a remote area.



Wildlife on Wild Horse Island (photo by BSSG)

Big Arm State Park

Big Arm State Park is an ideal location for a major staging area for Flathead Lake and for Wild Horse Island State Park as discussed above. The Park presently has over 200 acres and is popular for campers, fishermen, and day-use. It has boat launching facilities and camping. A concession operation here could greatly enhance the quality of the visitor experience. As previously mentioned, a small marina operation with fuel and day-dock facilities, which would run in conjunction with a store and small food service would be of great benefit to the Park and the Montana State Park System. It will be a way for the Montana State Parks to fully engage the visitors to the area with all the uniqueness that Flathead Lake has to offer.

Another service which would enhance usage and visitor enjoyment to Big Arm State Park and to Flathead Lake is rental cabins. These could be natural additions to what is recommended for Wild Horse Island State Park. One way to make all this happen is to have one overarching contract to provide the multitude of services. Part of

the contract could be set up as a standard concession contract and the cabins could be set up on a public/private partnership to be discussed later.

Although specific arrangement for these proposals must be cleared with the Montana Department of Natural Resources and Conservation (Big Arm is leased from the Montana DNRC), attempts should be made in this Park. Park model cabins costing approximately \$35,000 each (up to \$60,000 for self-contained units) should be covered in the contract language as demonstrated in pp. 36-43.



Typical Park Model Cabin (photo courtesy of Athens Park Homes)

Lake Mary Ronan State Park

One State Park not on Flathead Lake but in the same region is Lake Mary Ronan, just west of Flathead on Lake Mary Ronan Highway off US Highway 93. The Park has undergone a wonderful facelift with new pavement, campsites, and group camping areas. Although there are two commercial operations adjacent to the Park, they are not of the nature and type which would be impacted by a commercial operation within the Park. It is a remote location and could be well served by a small marina, fuel, and store

facility. This could be added with a low-cost, specifically designed Park Model cottage for approximately \$30,000. The Park is very popular and boasts high seasonal occupancy and should be considered for a commercial concession contract.



Lake Mary Ronan State Park (photo courtesy of Montana State Parks)

Cooney State Park

Cooney State Park is a popular park for Montana residents, primarily from the Billings area. It is only an hour's drive from Billings and provides a great summer weekend retreat for boaters and fishermen. The reservoir's primary purpose is irrigation and therefore suffers large draw-downs in the latter months of summer. Thus the ability to have traditional docking and marina services is somewhat limited. However, it is believed that near the existing Red Lodge Campground, a concession store service near the boat ramp, along with a day-dock could provide both day users and campers with necessary fuel and supplies for a more quality visit to the Park.

Recent history demonstrated that a small private concession operation on the North Shore area of the Park was inadequate to make a profit at Cooney, but a more properly located and supplied store and docking area could overcome the shortfalls of

the lesser commercial service. If these are not constructed in conjunction with each other, it is believed there will not be a proper profit incentive to encourage a viable concession operation.

Some of the supplies to the users of Cooney are offered by various stores and service stations in the Roberts, Montana, area, approximately 7 miles from the Park headquarters. There may be some concern about unfair competition if the State Park had a full-fledged commercial operation. Although there may be some merit to such a concern, it is felt that with the volume that Cooney State Park presently experiences, there is ample opportunity to go around and that the need to serve the visitor at Cooney State Park is very important.

In conjunction with the recommendations of concession contracting, it is our recommendation that a proposal for a commercial operation with store, grill, day-dock and fuel be addressed. This should be done in conjunction with a campground expansion at the Red Lodge Arm area of the Park.



Cooney State Park (photo courtesy of Montana State Parks)

IV. Building Strong Private Concession Relationships

Implicit in all the former recommendations and proposals is a system of contracting for private concession services within the Montana State Parks that is responsive to the demands of private capital investment. The following is a list of important contract provisions which will enhance private capital investment in the Parks. As discussed in an earlier section of this report, there are simply some things that the private sector can do better because of its flexibility. To the extent that private capital can be sought in relationship to the very important mission, goals, and objectives of the Montana State Parks and of individual parks, just laws, contracting regulations and policies should be adopted to encourage quality development, operation, and profitability of commercial enterprises within the Parks. The following provisions are essential to that end:

1. **Length of Term** – The State is now constricted by contracting law and procurement policy to 7-year terms for a private concession services contract. This is adequate where no capital investment is required by the concession contract (other than stocking and staffing). However, when a park system wants to encourage capital investment within a specific park, depending on the magnitude of investment, this is typically a deterrent to quality development and operations. Most major investments in the outdoor hospitality industry work on a 15-year amortization schedule. For the State to be able to encourage, invest, or partner with private sector investment of the magnitude necessary to fulfill some of the recommendations of this report, they need to have at least the ability to contract for up to 15 years.

Recommendation – The Montana State Parks be given the ability to contract up to 15 years for a private concession arrangement when significant investment is required by the private sector.

2. **Preferential Rights of Renewal** – Maintaining a quality concession operation throughout the length of a contract is always a major concern. Especially in the late years of a contract, without provisions for renewal, operators have a natural tendency to not make necessary investments. However, with renewal rights built into the contract, the State has leverage over maintaining quality to the very end of the contract.

Recommendation -- We recommend that each concession contract be given a preferential right of renewal to an existing operator. This right should be defined as *“a first right of refusal to meet the terms offered by the State and to match the highest and best offer proposed as a result of response to a bid prospectus.”*

3. **Possessory Interest** – In the private sector, investments made on land become the property of the investor. The value of that property is appraised by its economic ability to make a return on investment. Although the private sector offers no guarantees for success, it does reward successful investors and operators with an increased return on investment. The operator can sell the fruits of his investment and labor for a profit. This of course is based upon factors in a free economy and depends a great deal on the marketing and visitor service offered by the investor. There are two primary factors that make this different in a State Park concession operation. The first is the

reality that the State owns (or leases) the land upon which the investment will be made. And according to standard law, any structure built on public land becomes the property of the public. Therefore, in direct application, any facility anticipated by a concession contract will become the property of the State of Montana. So unless there is some reimbursable right to convey, private investment will be hard to attract. The second factor which makes this different is that a park or recreation area which has a need for facility development already has a market developed. In other words, the investor is benefitting off the marketing efforts of the public entity and the effectual draw of a State Park. The result is that the concessionaire's investment, to the extent that they are quality operators, is protected by the fact that the investment is on desirable property.

Recommendation – We recommend that concessionaires who are asked to invest capital in building or renovations required by the contract, be given a “possessory interest” in the investment of loss, transfer, or sale of the contract to be defined as *“all rights of ownership, but in no case greater than fair market value of the business, less the value of the land upon which it rests.”* (The key phrase here is “required by contract.”) Possessory interest would not apply to repairs, maintenance, or capital investment outside the framework of the contract unless otherwise granted.

4. **Exclusive Rights of Operation** – Although the current concession contracts now state some rights of protection from competition within the

Park, there are no clear parameters as to what that means. A clear example would be the contract at Hell Creek State Park. The concessionaire believes he has the right, by contract, to construct a developed campground. And he believes that when the State adds electricity to their campsites, they are in clear violation of his agreement. (This needs to be addressed in any new contract negotiation at Hell Creek.) However, there needs to be some basis for which the concessionaire is given an exclusive right to operate within the Park. That basis is a clear understanding that they will not only be offered this protection when business is good and the park is full, but they will serve the guests in the shoulder seasons and shoulder hours, which may not be as profitable. Furthermore, the business needs to understand they are given the privilege of exclusive rights but they are not free from the standards of pricing and operation required by the State.

Recommendation – We recommend that there be contract language in every contract as follows: *“The concessionaire will be given exclusive rights of operation for the assigned services of this agreement in exchange for the responsibility to operate, within reason, in the shoulder seasons, non-profitable services hours, and the sale of non-profitable visitor items.”*

5. **Concession Fees** – The State offers land and facilities to concession operators in which they have a reasonable opportunity for a profit. For that opportunity they should be required to pay a reasonable fee. This is generally stated as a concession fee and is usually administered as a percentage of gross

annual revenues. Generally, these are stated as less than a fair rental value because of the remote nature of the Parks and generally because there is no correlation between the income of the operation and the State's investment in making it work. While I am an advocate of fair rental value of concession fees, I do not believe this is a priority basis for determining the award of a contract.

Recommendation -- The State should specify in the contract proposal a concession fee, and make payment of that value a standard basis on which all bidders agree to comply. In general, I think this should be stated as a percentage of gross annual revenue.

6. **Right of Sale of Contract** – The sale of concession contracts are normal parts of the concession management reality. Sales occur for many reasons, including health, poor performance in other businesses, economy, or simply changes in lifestyles. However, it is imperative for the State Parks to be thoroughly involved in the sale of a concession contract. People tend to romanticize the outdoor hospitality industry because their relationship with the industry is during their vacations and leisure times. This creates in many cases an unrealistic desire to purchase businesses they enjoy patronizing. Compounding potential problems is the fact that they usually see the operation during its peak times. This can create sales where prices are set unrealistically high. Prices set too high can cause the new operator to be less than profitable, and this can cause the failure of the business. Failure puts the visitors at an inconvenience of not having the services and facilities available. Therefore the Montana State Parks *must* approve all sales.

Recommendation – It is recommended that contracts allow selling from one party to another only after the Montana State Parks approves the sale based upon the experience and financial qualifications of the buyer. The following language should be part of every contract: *“This contract is exclusively between the (company) and the Montana State Parks. It is not transferable without the written approval of Montana State Parks. This approval will be based upon an evaluation of the experience, history, and financial capability of the proposed buyer.”*

7. **Standards of Operation** – Contract performance is essential to the State because a concessionaire serves clientele that are principally the clientele of the State Park. Visitors to a State Park will hold the State accountable for all services offered in the Park whether they are offered by the State or the concessionaire. Therefore it is essential that provisions of the agreement entitle the State to approve rates, standards of operations, and cooperative attitude of the concession.

Recommendation – Because the operation of the concession is so vitally important to the State, it is recommended that language in the contract be placed as follows: *“The operations of the (concession operation) are the responsibility of Montana State Parks. This contract conveys the right to operate but not the responsibility. Therefore, the State Parks Administrator or his/her representative will approve the rates and charges based on comparability of prices, with due regard to seasons and distance from population centers and other factors unique to the operation; the approval of the operations*

standards of the concessionaire; to assure complete cooperation between the concessionaire and the Park management; and to enforce compliance with the mission, goals, and objectives of the (Park name).

The goal of these recommendations is to encourage investment into the State Parks while at the same time providing rigid compliance with the mission, goals, and objectives of the Montana State Parks generally and the Park in which they operate specifically. Strong concessionaires and concession contracts make for good visitor relationships throughout.

See pages 59-60 for proposed legislative language.

V. Public/Private Partnerships

Throughout this report, reference has been made to possible public/private partnerships. Although similar to concessions in that they serve the same visitors as do the State Parks, they are very different in their nature and function. To make the functions more clear, there are three levels of providing goods and services to visitors to State Parks. The differentiation is below.

1. **Permit** – A commercial use permit is generally used to provide commercial services on a short-term basis, not to exceed a season. This permit would require no investment into the Park itself, and in fact the operation is not typically based in the Park. Typical permits would be required for outfitters providing horseback trips, fishing trips, etc., fishing guides, and special events where revenue is generated. They are usually considered low-cost operations and the permit duration should not exceed a season. (The Montana State Park Commercial Use Fee Permit is attached in Appendix A). Generally, a sliding scale based on impact on the Park and necessity of the service, will establish the cost of the permit to the permittee.
2. **Concessions Contract** – The concessions contract is used when investment by the private sector is needed to provide services demanded by the public and deemed necessary by Montana State Parks. These contracts should be written in such a way as to encourage investment. Examples of where these are most effective are in retail, food service, and some accommodations.
3. **Public/Private Partnership** – This arrangement is very different in the relationships established for the benefit of the State Parks. Where the

relationship in a concessions agreement is based upon the landowner/tenant principles, public/private partnership implies a full cooperative partnership between the State and the private sector. These relationships can occur when the State has a vested interest in the product and service offered by the private sector and the private sector needs the State to fulfill its own mission. A perfect example of where these could be most effective is in the providing of cabin or cottage type accommodations.

A public/private partnership is very attractive to developers because in today's market, the entitlement process and providing infrastructure is so time consuming and expensive. The State Parks have already undergone that process and thus the private developer is relieved of those burdens. They can provide full services, and yet compensate their partner (the State) a much higher return than what is available on a standard concessions agreement. Amounts up to 25% of the gross revenue are within reach. So the private partner uses the already permitted use of the Park and the infrastructure of roads, water, and sewer and the public partner (the State Park) uses the services rendered by the private developer for its guest.

We believe that Park Model cottages or cabins would be the ideal model to demonstrate this concept in the Montana State Parks – particularly Wild Horse Island, Makoshika, and Big Arm State Parks. We believe a supplier of self-contained units, that are self-sufficient in power and wastewater, would be willing to place the limited numbers in the Parks and return a high amount to the State Parks on a partnership basis. This could both increase Park revenues and provide visitors unique opportunities thus far not available.

Other kinds of partnership, such as the Friends of Makoshika or the natural history group at Lewis and Clark Caverns State Park, which promote the natural and human history of a Park, should be instituted wherever possible. These partnerships return to the Park special projects which are outside the budgeting process, but have interpretive meaning for the Park. These should be promoted wherever there is a good support base from the local community for the existence of the Park.

VI. Campgrounds

Campground operations have long been the epitome of the way public entities have promoted use of public parks and recreation areas. They offer the feel of the outdoors, but generally have basic restroom facilities and centralized places for water supply. As with most things, the camping industry is in a constant mode of evolution. What was correct yesterday has limited application today. What we plan on for the next year will be seriously in jeopardy of being out of sync with the trends before the construction is complete. Modern campgrounds are places to which a businessman can escape, while the spouse can stay in touch with the family via internet. Calls won't be missed, emails can be gathered and responded to, and nightly entertainment is no problem because cable TV and other home amenities follow them into the campground.

All of this confuses developers and managers while being a constant source of frustration for planners and engineers. Unless a close watch is kept over the industry, it is very difficult to make changes according to visitor demand. Furthermore, there remain an increased number of people who are going back to the basics of tent and RV camping, while at the same time high-end RV sales are on the rise. Demand models are very difficult to project.

Another issue facing suppliers of the camping industry today is the socialization of the industry. Campers for the most part are social beings, and gathering together in campgrounds is a very popular modern activity. This has placed even newer demands on campgrounds.

Twenty-first Century travelers in the outdoor hospitality industry are thoroughly modern. They travel with GPSs, make reservations by internet, and seldom are without their cell phones. This forces campgrounds in both the public and private sector to be more responsive to the modern needs.

Most owners of camping units prefer to rent sites with electrical service, water, and sewer hookups. Modern private sector campgrounds won't even construct sites in this era without those basic services. However, the proximity to the resources they love, that state parks offer, creates willingness to compromise on the RV owners' behalf. They do however search for those amenities as they plan their trips.

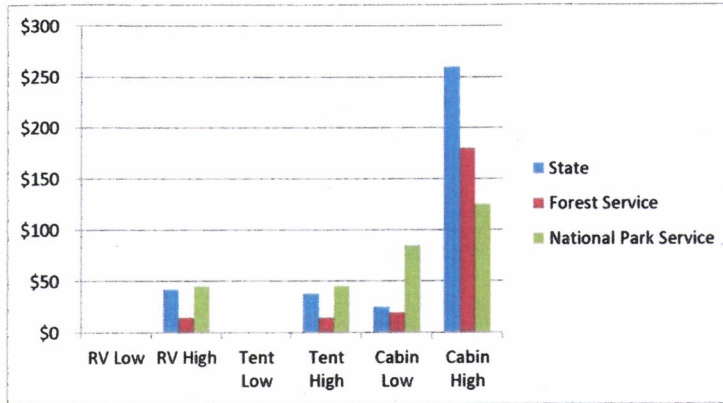
Of all the industries in the slump period of the recent years, the RV industry has been one of the quickest to rebound. In 2009, President Obama chose Elkhart, Indiana, as the site to announce his stimulus program. Elkhart was chosen because of its massive levels of unemployment. And their principle economy is the RV industry. Today, Elkhart industries are running at almost full capacity, indicating a strong rebound in RV sales. Each year since 2009 there has been a marked increase in production and demand. Add to that the attendance indicators of Yellowstone and Glacier National Parks which had record setting years in 2011 and 2012, it is easy to see that both public and private campgrounds are recipients of this growth. This is positive, but places burdens on suppliers to be in touch with the changing trends of the industry.

The Montana State Parks has been diligent in trying to stay up with industry trends while at the same time not compromising on the mission of the agency. They have added electrical hook-ups in several of the Parks, and have put 75% of the sites in select Parks onto a statewide campsite reservation program. This has been both a

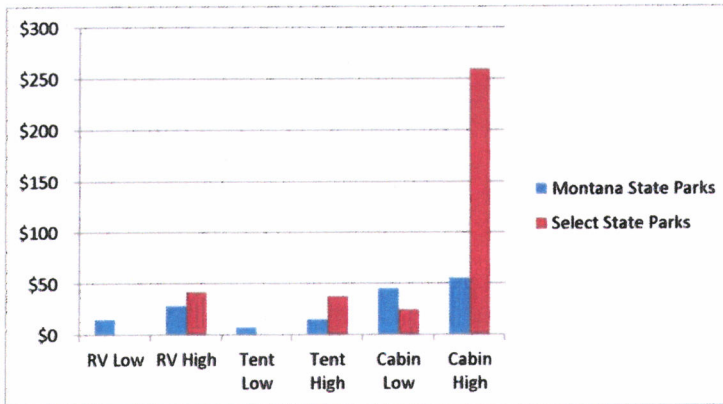
positive and negative influence on the Parks themselves. It is positive because visitors can reserve campsites before arrival, and in many campgrounds on the reservation program they can have electrical power for their units. The negative side is that staff workloads have increased without an equal addition of staff. This means an already heavily taxed seasonal park staff has still more to do in accommodating the campsite reservation program. This “piggybacking” is primarily due to a lack of volume in Montana. The reservation program charges a \$10 reservation fee. Of that amount, the Idaho State Parks receives \$1 per reservation and Reserve America receives the balance. Currently this system works well for the parks, but as technology allows for more active internet services in remote areas, alternative systems may become viable.

Because of the modern additions to the Parks, there was also an issue of whether the price points (the most optimum pricing levels) of the campground sites were competitive with the surrounding states and the national parks and forests. We therefore did a 7-state survey of prices of public campgrounds including state and national parks. (The following graph demonstrates the results of the survey. The graphs are a composite of the data shown in Appendix B).

Range in Pricing in Select State Parks, the Forest Service, and the National Park Service



Range in Pricing for Montana State Parks Compared to Select State Parks



According to the survey, rates in the Montana State Parks are competitive with the rates in the surrounding areas. And while they are competitive, there is no indication that they have reached the limit of their elasticity should rate increases be contemplated.

Another issue impacting campgrounds and general use in the Parks is the dual pricing structure. Because Montana residents have the option to pay the light vehicle registration fee, they can enter the Parks at no charge. Out-of-state visitors pay for Park day-use and a premium for overnight use. For the most part this is a good system in honoring and encouraging local use of the Parks. However, the problem arises when rates are equalized. For example, when a concessionaire charges an equal amount for a room, it means that Montana residents may pay a premium for the rooms. Other incidents, such as non-Park using State residents paying for the Parks on virtually the same basis as Park users across the system cause this to be a problematic system. While the light vehicle registration system is a good income producer for the Parks, it does create some inequities for the residents. Further examination needs to be made on systems which will eliminate the inequities.

As has been indicated, most travelers go with internet today. However, the remoteness of the State Parks in some instances causes problems both for the State Park and for the visitors to the State Park. While there are several providers of high-speed internet service in less populated areas, these are mostly linked to 3G capabilities to connect with satellites. In many Montana parks this is very problematic. In those areas dial-up service is available to the Park staff, but not to the visitors. We have searched the systems available and have received proposals contained in Appendix C.

There is one more issue inherent to public campgrounds at all levels of government. As a former Director of State Parks in the 70's, I first learned of this conflict and have faced both sides of the issue for over 40 years. For some people, State Park campgrounds are considered to be unfair competition to private RV parks in the general vicinity of the Parks. Rates charged and the services offered seem to always have close scrutiny applied to them. In one sense the private campgrounds are right in stating there is an unfair advantage. The advantage exists because the attraction of the Park itself will be a bigger draw than other local attractions outside the Park. Also, public bodies can generally charge less for the sites than can private parks, which must maintain profitability. That being said, however, the State must serve the visitors who are part of the tax-paying public. Whether they are residents or not, they pay Montana taxes (such as fuel taxes) when they travel up and down the roads, and thus consideration must be given to their contributions. One of the things visitors to Parks want is a proximity to the resource they have come to visit. Therefore, it is unreasonable not to have some level of service for these visitors. Therein is the dilemma. We recognize the earnest debate and the complexity of the dilemma and our recommendations are based upon that recognition.

Based upon the analysis above, the consultant makes the following recommendations regarding the operations of Montana State Park campgrounds and the infrastructure required to make them relevant.

Recommendations

1. Based upon our analysis, we believe there is a need for more hook-ups within the Park areas, without decreasing the number of units available for tent and

rustic camping that now exists. Wherever possible, water, sewer and 50 amp electrical hook-ups should be developed.

2. More “buddy sites” accommodating groups of campers should be developed.

While the design submitted in Appendix D only accommodates three parties at one site, it does so with minimum impact on the resource. We recommend this design at Cooney, Big Arm, Makoshika, and Tongue River Reservoir State Parks in particular.

3. As a part of recommendation number 1 of this section, where the State is unable to provide the expanded levels of service, thought should be given to letting the private sector develop a full hook-up campground within the State Park. This is not inconsistent with other agencies operating on public lands. In Yellowstone National Park, the NPS runs all the traditional campgrounds. However, a concessioner operates the only developed campground in the Park at Fishing Bridge. The same is true for the JD Rockefeller Parkway. The campgrounds are operated by the NPS, but the concessionaire at Flagg Ranch operates the developed campground through an NPS contract. Likewise, the operations of Grand Teton National Park. The Park has only one developed campground and that is run by the concessioner. But operating in that manner, the NPS is able to hold tight to its mission and mission objectives, while accommodating space for visitors within the Parks who desire and seek out these services.
4. We recommend that the price points for campgrounds remain about the same, but test an expanded rate for full hookups when available – rates that would be consistent with rates in private RV Parks in the surrounding areas.

5. One of the most complex political issues facing the Montana State Park System is the variegated fee structure differentiating between residents and non-residents. To the extent that it is possible, it is recommended that an across-the-board fee structure be administered by Montana State Parks. This should be done while maintaining the light vehicle registration fee. At that time non-residents should be given a pass like the Golden Eagle or Golden Age passports as used on federal recreation areas. Then when visitors enter the Parks and use the campground, they can show their passports and earn a specific fee reduction. This will reduce administration at the point of sale and show a more unified fee structure to visiting guests from out of state. This should net an increase in what Montana State Parks is now receiving for park fees, and it will be a public-relations coup with out-of-state visitors.
6. It is difficult to address the internet usage in park areas which have no satellite feeds, nor cell coverage. There are some alternatives proposed in Appendix C, but this still will not provide the kind of coverage necessary. It is therefore recommended that where internet services cannot be made available to Park visitors where they camp, that a "business center" much like found in hotels across America be establish in those Parks. This would allow business men and women the opportunity to visit the Parks while not being disassociated from their business requirements.
7. Finally, the issue of competition and perceived competition between the State and local private campgrounds needs to be methodically and politically addressed on a site-by-site basis. First and foremost, it should be the duty of each Park Manager to have healthy relationships with all neighbors in their

respective communities. This involves listening, learning, and being provided flexibility from the Helena parks' office. However, there will be times when the volatility of the issues is elevated beyond the Park Manager level. A policy of establishing rates for campground operations in a local area, consistent with the prices necessary for profitability of the local private operations, should be established. However, everything must be based on a like-kind service. If an operator is offering substandard facilities and services at any rate, the State must stand firm in not lowering services and facilities, but to provide viable opportunities for visitor services within the Park boundaries. The Montana State Parks must not be held accountable for lack of good business judgment outside the Park. Local politicians can be brought into the discussion by demonstrating the sound principles of good park management, maintenance, and operation. This is never an easy issue and will take real leadership at the park level in developing relationships around his or her Park, including sound relationships with the political leaders of the area.

VII. Other Recommendations

Special Use Permits – As discussed earlier in the report, special use permits offer short-term solutions to providing unique, non-facility related customer services. Guides, outfitters, tours, and other kinds of services can be operated through the special use tools. And they are an effective way for local managers to take care of immediate needs. However, it was observed that these are not administered in ways that protect the concessionaire who do have investments in the Park, and in fairness to other permittees.

Recommendation – It is recommended that the services provided by permits, wherever possible, be part of the concessions agreement. And where the permits are issued, it is recommended, that if one permit is offered, that no one else be allowed to run a commercial enterprise within the Park without an ensuing permit.

Concession Contract for Internet

As has been spelled out in other parts of this report, the remoteness of some Parks (and areas of other Parks) has made being responsive to modern internet needs of the staff and Park visitors difficult. A proposal for enhanced park internet service is contained in Appendix C.

Recommendation: A concession contract be developed which would allow a private operator to address the internet needs of the Parks. Such a system would require the visitors to pay for Wi-Fi access, but for most of the traveling RV'ers this is customary practice of which they have become accustomed.

Legislative Initiatives

There are many other issues which involve positive revenue management within State Parks. Good marketing programs, sound public relationships between the Parks and surrounding communities and communities leaders, and involvement of civic organizations and other non-profits in aiding the parks where they are powerless to meet demands can all enhance the revenue options for the State. However, of all the issues facing the system, one of the most important ones is to cultivate a progressive view by the Executive and Legislative branches of the State. This view should recognize the unique role of State Parks in serving their designated missions. State Parks, unlike other agencies, must deal with its clientele on two levels: one, it must see their role in presenting Montana to its visitors (and implicit in helping Montana enhance its economic base through a higher level of tourism); and two, it must provide levels of visitor service which the visitors are accustomed to receiving from private sectors and other surrounding State Park agencies. In order to do this, the legislature must examine ways to allow the Parks to become more responsive to changing demands. This means more flexibility in management of funds received; more flexibility in assigning proper personnel in relationship to demand; and to provide ways for the Parks to re-invest in their future. This recognition has been met with great success in other state park agencies across the nation. Of course, we are not naïve to believe that these recommendations come at a time when there is a great national distrust of government. Because of that, having the best possible leadership at the local levels is a must. Trust begins locally and can be infectious as it rises to the top.

VIII. Conclusion

With that said, it is important to finalize this report with a current state of the Montana State Parks. As the principal author of the 1988 report, I can vouch for the fact that much improvement was needed in all aspects of the State Park program. Notwithstanding my original report, Montana State Park management, in cooperation with the Executive and Legislative branches, has made tremendous headway in presenting a State Park System consistent with the beauty and attraction of Montana. It is easy to point out shortcomings, but these should never be viewed in a vacuum. Great strides have been made, and elected officials should be proud of the men and women who make up the current Montana State Park staff and team. They have done a tremendous job in spite of the issues raised in this report. Although I have been remotely affiliated with Montana State Parks for almost 40 years, both as a consultant and a friend, I am proud of the work that has been accomplished. This work, in my opinion, merits an increased level of trust between the Legislature and Administration and the public at large. The Montana State Parks has earned this trust and has laid groundwork for a wonderful relationship in the future.

IX. Suggested or Conceptual Language for Concession Policy

Whereas, Montana has beautiful, historical, and natural areas set aside for visitor use and desires to provide optimum access to such areas:

Whereas, the Montana State Parks recognize that some visitor services and accommodations are best provided by the private sector;

Whereas, it is the intent of the Montana State Legislature to provide solid investment principles for the private sector to invest into the State Park System;

Whereas the Legislature and the Montana State Parks recognize the tremendous economic benefit to the State, to the local areas, and to the State Parks themselves; and

Whereas current contracting authority of the Montana State Parks is for purposes not fully related to Concession Contracting;

Therefore, it is enacted by the State Legislature, the Montana State Parks Concessions Policy Act of 2013.

Section 1. There are times when private investment in State Parks can provide enhanced visitor services, economic enhancement to the State and a higher level of tourism opportunities for a given area. The purpose of the Montana State Parks Concessions Policy Act of 2013, is to enable the private sector to join in with the State in providing those things consistent with the goals of the Montana State Parks and the economic principles which make for healthy investment.

Section 2. The Montana State Parks can develop contracts which can encourage and enable for the private sector to provide facilities and services deemed necessary and appropriate for a particular park or recreation area.

Section 3. Where appropriate, the Montana State Parks may provide sections in a contract which protect private investors (persons, businesses, or corporations) against loss of investment in facilities, services and equipment, but not against loss of anticipated profits, as a result of change of policy, decisions, and acts of the Montana State Parks. Such provisions could include the obligation of the State to compensate the concessionaire for loss relating to the same.

Section 4. Whenever the Montana State Parks request private investment, they must operate those in a manner consistent with the concessionaire's opportunity to make a profit consistent with the capital invested and the obligations assumed.

Section 5. The rates, charges, and operation standards of all private concessionaires are subject to review and approval of the Montana State Parks based upon industry standards and pricing structures.

Section 6. Concession fees shall be charged to the concessionaire consistent with the value of the contract with due regard for the opportunity of a return on the investment required by the contract.

Section 7. The Montana State Parks may grant the length of term for concession contracts consistent with the expectations of the concessionaire to make a reasonable return on that investment, but in no case in excess of 15 years.

Section 8. The Montana State Parks may grant to the concessionaire a preferential right of renewal of existing and future contracts to be defined as: a first right of refusal to meet the terms ascribed by the Montana State Parks and to match the highest and best offer as a response to a bid prospectus.

Section 9. The Montana State Parks may offer a "possessory interest" to the concessionaire as a result of the investment required by the State. This possessory interest may be defined as rights of ownership of facilities, but not to exceed fair market value, as defined by an outside appraisal, with due consideration of the State's sovereign ownership of the land upon which the facilities sit.

Section 10. The Montana State Parks may grant the exclusive rights of assigned services and operations where it is deemed necessary to require the concessionaire to operate at times and with services that may not unto themselves be profitable.

Section 11. All contracts will be exclusively between the concessionaire and the Montana State Parks and are non-transferable without the expressed written consent of the agency. This consent will be based upon the price offered and the experience, history, and financial capability of the proposed buyer.

Section 12. Each concessionaire will keep such records as the Montana State Parks may require, and audits of concessionaires will be required and submitted to the legislature upon request.

Appendix A



Montana Fish, Wildlife & Parks

Commercial Use Permit Fee Rule

Adopted by FWP Commission on November 12, 2009

I. DEFINITIONS

(1) "Client day" means one client served on department land for any portion of one day.

(2) "Commercial use" means any person or entity that utilizes lands under the control, administration, and jurisdiction of the Montana Department of Fish, Wildlife and Parks for consideration. Commercial use includes any person, group or organization that makes or attempts to make a profit, vend a service or product, receive money, amortize equipment, or obtain goods or services as compensation from participants in activities occurring on land that is under the control, administration, and jurisdiction of the department. This includes nonprofit organizations and educational groups that receive money from participants in activities occurring on department land. This includes a person whose business operates on department land, regardless of that person's physical presence at the site, but does not include a person who rents, sells, or otherwise provides equipment or merchandise that is used on department land unless the renting, selling, delivering, or providing of equipment or merchandise takes place on department land. Examples of commercial use that are governed by these rules include but are not limited to: trail rides, guided walks or tours, float trips, guided angling or hunting, game retrieval, professional dog training, equipment rentals, retail sales, food concessions, filming, firewood cutting, construction-related activities, research when accompanied by paying clients, or any combination thereof.

(3) "Commission" means the department of fish, wildlife, and parks commission of the state of Montana.

(4) "Concession service" means a commercial business that provides multiple services or products on department land.

Examples include but are not limited to marinas, lodging, equipment rental or sales, retail sales, and food services.

(5) "Crew member" means a photographer, cinematographer, model, or any supporting member of a commercial photography or filming activity.

(6) "Department" means the department of fish, wildlife, and parks of the state of Montana.

(7) "Educational group" means an organized group that is officially recognized as an educational or scientific institution by a Federal, State, or local government entity. Documentation of this recognition must be on institutional letterhead and include a signature by the head of the institution/department and documentation of official educational or scientific tax exemption as granted by the Internal Revenue Service.

(8) "Guide" means a person who is employed by or who has contracted independently with a licensed outfitter and who accompanies a participant during outdoor recreational activities that are directly related to activities for which the outfitter is licensed.

(9) "Nonprofit organization" means an organization that is officially registered as a 501(c)(3) tax exempt organization.

(10) "Outfitter" means any person, except a person providing services on real property that the person owns for the primary pursuit of bona fide agricultural interests, who for consideration provides any saddle or pack animal; facilities; camping equipment; vehicle, watercraft, or other conveyance; or personal service for any person to hunt, trap, capture, take, kill, or pursue any game, including fish, and who accompanies that person, either part or all of the way, on an expedition for any of these purposes or supervises a licensed guide or professional guide in accompanying that person.

(11) "Permit holder" means the person whose name appears on the commercial use permit.

(12) "Permit term" means the time period that the permit is valid, specified on the permit.

(13) "Restricted water body" means a body of water regulated by special department rules governing commercial use, such as rules that restrict the timing, location, amount, or type of commercial use that occurs. "Restricted water body" may also mean a body of water that is under a cooperative management agreement with another agency concerning commercial use.

(14) "Site" means an individual unit of land, or portion thereof, owned or managed by the department.

(15) "Special event" means an organized event that takes place on department land.

(16) "Unadjusted (gross) income" means the total amount of receipts from a commercial activity that uses department land for any part of a day.

(17) "Vending" means the sale of goods or services, not from a permanent structure, associated with the public's use of department land, such as food, beverages, clothing, firewood, souvenirs, or film.

(18) "Water-based service provider" means any person who for consideration provides any facilities; camping equipment; vehicle, watercraft, or other conveyance; or personal service for any person to float or otherwise recreate on the water in the absence of hunting or angling, and who accompanies that person, either part or all of the way, on an expedition for any of these purposes or supervises a person in accompanying that person.

II. COMMERCIAL USE PERMIT FEES

(1) The department shall issue and administer commercial use permits pursuant to ARM 12.14.101 thru 12.12.170. In addition to the requirements of the ARM rules, this commercial use permit fee rule establishes fees for commercial use on department land, hereafter referred to as "commercial use fees."

(2) ARM 12.14.160 states when commercial use fees are required and when commercial use fees may be waived or adjusted.

(3) These commission rules establish the amount of fee to be paid to the department for the opportunity to conduct a commercial use on land under the control, administration, and jurisdiction of the department.

(4) The department has discretionary authority to adjust a restricted use permit fee upward or downward to accommodate the nature of the activity, compensate for site impacts or department staffing needs, or for other unique circumstances pertaining to the permitted activity. ARM 12.14.160 provides additional guidance for adjusting permit fees.

III. FISHING ACCESS SITE PERMIT FEES

(1) A fishing access site permit fee must be paid to the department when applying for a fishing access site permit.

(2) A fishing access site permit is valid for one year coinciding with the department's license year, March 1 to February 28; or for the dates specified on the permit.

(3) Fishing access site permit fees are not refundable.

IV. RESTRICTED USE PERMIT FEES

(1) In order to accommodate the different types of commercial use that may be authorized on department land, and in order to address the different management objectives for department land where commercial use may occur, and in order to cooperate with other state and federal agencies, the department shall have the option to select a fee system that is appropriate for a particular site.

(2) The regional park manager or regional supervisor, in concurrence with the appropriate division administrator, should consider the following when selecting a fee system for a site:

- (a) the types of commercial use that occur at the site;
 - (b) input from the commercial users;
 - (c) the cost of administering the commercial use;
 - (d) the revenue generated by the fee system;
 - (e) consistency with fee systems in place on other department land and sites;
 - (f) consistency with other state and federal fee systems;
- and
- (g) other factors identified by the department.

Commercial Use Permit Fee Table

Adopted by FWP Commission on November 12, 2009

Primary Type of Use:	Fishing Access Site Permit Fee:	Restricted Use Permit Fee:
Outfitter	\$ 100 /year \$15 / day	A) 3% of unadjusted income; B) \$5 per client day conducted; or C) \$4 per allocated client day.
Water-based Service Provider	\$ 100 / year \$15 / day	A) 3% of unadjusted income; B) \$2 per client day conducted; or C) \$1 per allocated client day.
Guide	\$ 100 /year \$15 / day	N/A
Watercraft livery, rental, or demonstration	N/A	\$100 /year.
Guided Tour or Trip	N/A	\$3 - \$5 per client day.
Special Events	N/A	\$3 per event participant.
Vending	N/A	A) 3% - 7% of unadjusted income; B) \$25- \$75 per day; or C) \$100 per year.
Still Photography and Filming	N/A	1 to 3 person crew: \$25 per day or \$50 per year; 4 to 7 person crew: \$50 per day; 8 to 20 person crew: \$100 per day; 21 - 35 person crew: \$200 per day; 36 - 50 person crew: \$300 per day; 51 or more person crew: \$400 per day.
Non-service Use and Consumptive Commercial Use	N/A	\$300 - \$1000 per day.

Note: The commercial use permit fee rule includes a menu of fee systems from which the department may select one system for a particular site or sites. The menu of options enables the department to cooperate with other state and federal agencies and to evaluate the types of commercial use present and select the most appropriate fee system based on ease of administration and input from the commercial users.

SHANE COLTON, Chairman DATE
Fish, Wildlife & Parks Commission

JOE MAURIER, Director DATE
Fish, Wildlife & Parks

APPENDIX B
INITIAL MARKET ANALYSIS - STATE PARKS
STATE OF MONTANA PARK SYSTEM

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Arkansas Headwaters	Salida	CO	\$16	\$16		Dirt sites, back-ins, Arkansas River, fishing, ramp, biking, boating, pavilion, non-flush restrooms, BBQ at site, table at site, cross-country skiing, education programs, gold panning, hiking, horseback riding, ice fishing, off-highway vehicle riding, picnicking, rock climbing, snowmobiling, snowshoeing, whitewater rafting, paved/dirt roads, nature trails	www.parks.state.co.us/ Open year-round. Vehicle Pass - \$7 per day. Daily Individual Pass - \$3. Group Picnic area rental - \$30.
Barr Lake	Brighton	CO	N/A	N/A		Biking, birding, boating, cross-country skiing, education programs, fishing, hiking, horseback riding, hunting, ice fishing, picnicking, sail boarding, snowshoeing, swimming, nature center, picnic pavilion	www.parks.state.co.us/ Park Pass - \$7 per day. Group Picnic area rental - \$90.
Bonny Lake	Idalia	CO		Free		Fishing, hunting, boat ramps, camper services building, camping.	www.parks.state.co.us/ Bonny Lake is in a transition process and is being managed as a State Wildlife Area.
Boyd Lake	Loveland	CO	\$20	\$20		148 paved sites, pull-throughs, room for slideouts, electric, 30/50 amp, Boyd Lake, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, biking, education programs, hiking, jet skiing, swimming, volleyball, water skiing, pavilion, playground, showers, restrooms, dump station, public phone, laundry, restaurant, BBQ at site, table at site, paved roads, nature trails, hunting	www.parks.state.co.us/ Open year-round. Daily vehicle pass - \$8. Group Picnic Area rental - \$90 Monday through Friday and \$180 Saturdays, Sundays, and holidays.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Castlewood Canyon	Franktown	CO	N/A	N/A		Biking, birding, educational programs, hiking, horseback riding, photography, picnicking, rock climbing, wildlife viewing, amphitheatre, conference rooms, event facilities, trails, visitor center	www.parks.state.co.us/ Daily park pass - \$7.
Chatfield	Littleton	CO	\$20 - \$26	\$20 - \$26		197 paved sites, pull-throughs, back-ins, room for slideouts, full hookups, 30/50 amp, WiFi, Chatfield Reservoir, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, dump station, public phone, laundry, firewood, BBQ at site, table at site, paved roads, snack bar, educational programs, group camping, hiking, horseback riding, hot-air ballooning, ice fishing, jet skiing, model airplane flying, sail boarding, snowshoeing, volleyball, water skiing.	www.parks.state.co.us/ Reservation Fee - \$10. Daily Park Pass - \$8
Cherry Creek	Aurora	CO	\$16 - \$26	\$16 - \$24		125 paved sites, pull-throughs, back-ins, room for slideouts, full hookups, 30/50 amp, WiFi, Cherry Creek Lake, swimming, dock, ramp, fishing, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, showers, restrooms, dump station, public phone, laundry, firewood, table at site, paved roads, horseback riding, nature trails, biking, birding, cross-country skiing, education programs, group camping, ice skating, jet skiing, model airplane flying, picnicking, sledding, snowshoeing, snow tubing, volleyball, water skiing	www.parks.state.co.us/ Daily park pass - \$9. Amphitheater - \$25 - \$30.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Cheyenne Mountain	Colorado Springs	CO	\$24 - \$26	\$16 - \$18		51 sites, full hookups, 10 tent sites, campground services building, snack and gift shop, firewood, showers, restrooms, laundry, playground, biking, education programs, geocaching, picnicking, hiking, amphitheatre, conference rooms, event facilities trails, visitor center	www.parks.state.co.us/ Open year-round. Daily Park Pass - \$7.
Crawford	Crawford	CO	\$16 - \$20	\$16 - \$20		Gravel sites, pull-throughs, back-ins, room for slideouts, water, electric, 30/50 amp, Crawford Reservoir, swimming, fishing, ramp, boating, pavilion, playground, showers, restrooms, dump station, firewood, paved/gravel roads, nature trails, biking, cross-country skiing, education, picnicking, horseback riding, hunting, ice fishing, jet skiing, sail boarding, snowmobiling, snowshoeing, snow tubing, water skiing,	www.parks.state.co.us/ Daily Park Pass - \$7.
Eldorado Canyon	Eldorado Springs	CO	N/A	N/A		Biking, boating, cross-country skiing, education programs, fishing, hiking, horseback riding, hunting, picnicking, rock climbing, snowshoeing, event facilities, visitor center	www.parks.state.co.us/ Daily Vehicle Pass - \$8. Daily Walk-in pass - \$3.
Harvey Gap	Rifle	CO	N/A	N/A		Boating, cross-country skiing, education programs, fishing, hunting, ice fishing, picnicking, snowshoeing, swimming, boat ramps, visitor center	www.parks.state.co.us/ Daily Vehicle Pass - \$7.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Highline Lake	Loma	CO	\$16 - \$18	\$16 - \$18		31 grass sites, pull-throughs, back-ins, room for slideouts, Highline Lake, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, playground, showers, restrooms, dump station, public phone, laundry, firewood, BBQ at site, paved roads, nature trails, paddle boats, biking, birding, education programs, picnicking, hunting, ice fishing, ice skating, jet skiing, sail boarding, volleyball, water skiing, wildlife viewing, camper services building, duck blinds, fishing pier, retail store, swim beach, visitor center, wedding facilities	www.parks.state.co.us/ Open year-round. Daily Park Pass - \$7.
Jackson Lake	Orchard	CO	\$16 - \$20	\$16 - \$20		260 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30/50 amp, Jackson Lake, swimming, fishing, dock, ramp, marina, boat rental, boating, rec hall, planned activities, pavilion, showers, restrooms, dump station, public phone, laundry, firewood, paved/gravel roads, fax/copy service, nature trails, biking, birding, education programs, geocaching, picnicking, hiking, hunting, ice fishing, ice skating, jet skiing, OHV riding, photography, sail boarding, volleyball, water skiing, wildlife viewing, meeting and event facilities, visitor center, amphitheatre, camper services building, fishing piers, marina, swim beach	www.parks.state.co.us/ Open year-round. Daily Park Pass - \$7. Camping Reservation Fee - \$10.
James M. Robb - Colorado River	Clifton	CO	\$16 - \$20	\$16 - \$20		Showers, restrooms, hiking, biking, fishing, swimming, visitor center, bookstore, swim beach, playground, boating, birding, education programs, hunting, OHV riding, picnicking, snowmobiling, whitewater rafting, boat ramps, duck blinds, dump station, trails	www.parks.state.co.us/ Daily Park Pass - \$7.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
John Martin Reservoir	Hasty	CO	\$16 - \$20	\$16 - \$20		213 gravel sites, pull-throughs, back-ins, room for slideouts, full hookups, 30 amp, Lake Hasty, swimming, fishing, ramp, boating, pavilion, playground, showers, restrooms, dump station, public phone, laundry, paved/gravel roads, fish cleaning station, nature trails, biking, birding, hiking, horseback riding, hunting, jet skiing, picnicking, and wildlife viewing.	www.parks.state.co.us/ Daily park pass - \$7.
Lake Pueblo	Pueblo	CO	\$16 - \$20	\$16 - \$20		400 paved sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Lake Pueblo, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, showers, restrooms, dump station, public phone, laundry, firewood, table at site, paved roads, water activities, horseback riding, nature trails, biking, education programs, picnicking, hiking, hunting, jet skiing, sail boarding, water skiing, whitewater rafting, visitor center	www.parks.state.co.us/ Daily park pass - \$7.
Lathrop	Walsenburg	CO	\$16 - \$20	\$16 - \$20		103 paved sites, pull-throughs, back-ins, room for slideouts water, electric, 30/50 amp, Martin Lake, swimming, fishing, dock, ramp, boating, planned activities, pavilion, playground, golf, showers, restrooms, dump station, restaurant, BBQ at site, table at site, paved/gravel roads, paddle boats, nature trails, RV supplies, restaurant, biking, birding, geocaching, golfing, hunting, jet skiing, picnicking, water skiing	www.parks.state.co.us/ Daily park pass - \$7. Conference Room Rental - \$100 per day.
Lone Mesa	Dolores	CO	N/A	N/A		Limited public hunting.	www.parks.state.co.us/

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lory	Bellvue	CO		\$10		6 backcountry campsites available Friday and Saturday nights only, no facilities, biking, boating, education programs, fishing, geocatching, picnicking, hiking, horseback riding, hunting, rock climbing, volleyball, water skiing, conference rooms, visitor center, wedding facilities	www.parks.state.co.us/ Daily park pass - \$7. Conference Room Rental - \$100 per day.
Mancos	Dolores	CO	\$16	\$16		32 campsites, fire pits, picnic tables, restrooms, water, dump station, yurts, firewood, biking, birding, boating, cross-country skiing, education programs, equipment rental, fishing, picnicking, hiking, horseback riding, hunting, ice fishing, snowmobiling, snowshoeing, snow tubing, swimming, volleyball, wildlife viewing, amphitheatre, boat ramps, horse trailer parking, park office, trails	www.parks.state.co.us/ Daily Park Pass - \$7. Yurts - \$70 per night.
Mueller	Divide	CO	\$18 - \$22	\$18 - \$22	\$140 (sleeps 4), \$200 (sleeps 6), \$260 (sleeps 8)	110 paved sites, back-ins, electric, 30 amp, pond, fishing, planned activities, playground, showers, restrooms, 3 cabins, dump station, public phone, laundry, firewood, paved/gravel roads, horseback riding, nature trails, camper services building, biking, cross-country skiing, education programs, hiking, hunting, photography, picnicking, wildlife viewing, amphitheatre, horse trailer parking, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Navajo	Arboles	CO	\$7 - \$24	\$7 - \$24	\$100	138 campsites, paved and gravel sites, pull-throughs, back-ins, room for slideouts, full hookups, 30/50 amp, Navajo Reservoir, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, planned activities, showers, restrooms, 3 cabins, dump station, public phone, laundry, ice, firewood, gravel/paved roads, nature trails, camper services buildings, biking, cross-country skiing, picnicking, hiking, horseback riding, hunting, jet skiing, water skiing, whitewater rafting, wildlife viewing, conference room, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7. Reservation Fee - \$10.
North Sterling	Sterling	CO	\$16 - \$20			141 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30/50 amp, North Sterling Reservoir, swimming, fishing, dock, ramp, marina, boat rental, boating, marina, pavilion, playground, rec hall, showers, restrooms, dump station, public phone, laundry, firewood, table at site, paved/gravel roads, horseback riding, nature trails, biking, birding, education programs, equipment rental, picnicking, hiking, hunting, jet skiing, sail boarding, water skiing, amphitheatre, camper services building, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7.
Paonia	Crawford	CO	\$10	\$10		13 campsites, picnic table, fire ring, restrooms, fishing, boating, wildlife/nature study	www.parks.state.co.us/ Daily Park Pass - \$7.
Pearl Lake	Clark	CO	\$16 - \$18	\$16 - \$18		36 dirt sites, pull-throughs, Pearl Lake, fishing, dock, ramp, boating, pavilion, restrooms, 2 yurts, table at site, gravel roads, paddle boats, nature trails, backcountry camping, cross-country skiing, education programs, hiking, ice fishing, picnicking, snowshoeing	www.parks.state.co.us/ Daily Park Pass - \$7 - 9. Yurts - \$70.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Ridgway	Ridgway	CO	\$17 - \$26	\$16 - \$18		258 campsites, tent sites, yurts, restrooms, showers, laundry, snack machines, camper services building, playground, hiking, biking, birding, boating, education programs, equipment rental, fishing, geocaching, gold panning, golfing, picnicking, horseback riding, hunting, photography, rock climbing, sail boarding, swimming, volleyball, water skiing, whitewater rafting, wildlife viewing, boat ramp, conference room, dump station, event facilities, fishing pier, marina, retail store, swim beach, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7. Yurts - \$70. Conference Room - \$100 per day. Visitor Center Overlook - \$145 per day.
Rifle Falls	Rifle	CO	\$16 - \$22	\$16 - \$22		20 campsites, drive-in and walk-in sites, dirt sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Rifle Gap Reservoir, swimming, fishing, dock, ramp, boating, restrooms, dump station, public phone, firewood, BBQ at site, table at site, gravel/paved roads, nature trails, biking, cross-country skiing, education programs, hunting, hiking, picnicking, snowmobiling, amphitheatre, wedding facilities	www.parks.state.co.us/ Daily Park Pass - \$7. Event Area Rental - \$120 per day.
Rifle Gap	Rifle	CO	\$16 - \$24	\$16 - \$24		89 gravel sites, back-ins, room for slideouts, full hookups, Rifle Gap Reservoir, swimming, fishing, ramp, boating, planned activities, showers, restrooms, dump station, firewood, gravel/paved roads, paddle boats, cross-country skiing, education programs, hiking, hunting, ice fishing, jet skiing, picnicking, snowmobiling, snowshoeing, water skiing, event facilities, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7. Conference Room - \$100 per day.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Roxborough	Roxborough	CO	N/A	N/A		Birding, cross-country skiing, education programs, hiking, sledding, snowshoeing, wildlife viewing, conference rooms, visitor center, wedding facilities,	www.parks.state.co.us/ Daily Park Pass - \$7. Auditorium Rental - \$100 per day. Fountail Valley Overlook - \$75 - \$125. Lyones Overlook - \$100 - \$150.
San Luis	Mosca	CO	\$17 - \$20	\$17 - \$20		51 paved and gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30/50 amp, San Luis Lake, swimming, fishing, dock, ramp, boating, showers, restrooms, dump station, laundry, firewood, BBQ at site, table at site, paved/gravel roads, nature trails, biking, education programs, hiking, hunting, picnicking, water skiing	www.parks.state.co.us/ Daily Park Pass - \$7,
Spinney Mountain	Lake George	CO	N/A	N/A		Birding, boating, fishing, equipment rental, hiking, hunting, picnicking, sail boarding, boat ramps	www.parks.state.co.us/ Daily Park Pass - \$7.
St. Vrain	Firestone	CO	\$19 - \$26	\$19 - \$26		87 gravel sites, pull-throughs, back-ins, room for slideouts, full hookups, 50 amp, Barbour Pond, fishing, horseshoes, showers, restrooms, dump station, firewood, gravel roads, nature trails, biking, birding, boating, hiking, picnicking, camper service building, fishing piers	www.parks.state.co.us/ Daily Park Pass - \$7.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Stagecoach	Oak Creek	CO	\$10 - \$20	\$10 - \$20		92 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Stagecoach Reservoir, swimming, dock, ramp, fishing, marina, boat rental, boating, horseshoes, planned activities, pavilion, showers, restrooms, dump station, public phone, firewood, BBQ at site, table at site, gravel/paved roads, paddle boats, horseback riding, nature trails, biking, birding, cross-country skiing, education programs, equipment rental, picnicking, hiking, horseback riding, hunting, ice fishing, jet skiing, sail boarding, snowmobiling, volleyball, waterskiing, amphitheatre	www.parks.state.co.us/ Daily Park Pass - \$7.
State Forest	Walden	CO			\$70 - \$100	Pull-throughs, back-ins, electric, fishing pier, restrooms, fishing, boating, ramp, dump station, paddle boats, horseback riding, nature trails, 6 cabins, 7 yurts, 2 huts, backcountry camping, biking, birding, cross-country skiing, education programs, equipment rental, geocaching, hiking, hunting, ice fishing, OHV riding, picnicking, sledding, snowmobiling, snowshoeing, snow tubing, wildlife viewing, amphitheatre, stables or corrals, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7. Yurts and huts - \$60 - \$110.
Staunton	Pine	CO	N/A	N/A		Park is currently closed to the public.	www.parks.state.co.us/

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Steamboat Lake	Clark	CO	\$16 - \$22	\$16 - \$22	\$80	188 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Steamboat Lake, swimming, fishing, dock, ramp, marina, boat rental, boating, planned activities, showers, restrooms, 10 camper cabins, dump station, public phone, laundry, firewood, BBQ at site, table at site, paved roads, snack bar, horseback riding, nature trails, backcountry camping, biking, birding, cross-country skiing, education programs, geocaching, hiking, horseback riding, hunting, ice fishing, jet skiing, photography, picnicking, sail boarding, snowmobiling, snowshoeing, water skiing, camper services building, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7 - \$9.
Sweitzer Lake	Delta	CO	N/A	N/A		Biking, boating, cross-country skiing, fishing, hiking, horseback riding, hunting, jet skiing, picnicking, sail boarding, swimming, volleyball, water skiing, boat ramps, swim beach	www.parks.state.co.us/ Daily Park Pass - \$7.
Sylvan Lake	Eagle	CO	\$13 - \$18	\$13 - \$18	Camper Cabins - \$70. Large Cabin - \$170.	44 gravel sites, pull-throughs, back-ins, room for slideouts, Sylvan Lake, fishing, ramp, boat rental, boating, showers, restrooms, 12 camper cabins and yurts, dump station, firewood, dirt/gravel roads, paddle boats, nature trails, biking, cross-country skiing, education programs, equipment rental, geocaching, hiking, horseback riding, hunting, ice fishing, ice skating, OHV riding, photography, picnicking, sledding, snowmobiling, snowshoeing, camper services building, conference rooms, visitor center	www.parks.state.co.us/ Daily Park Pass - \$7 - \$9. Yurts - \$70.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Vega	Collbran	CO	\$13 - \$20	\$13 - \$20	\$70	99 paved and gravel sites, pull-throughs, back-ins, room for slideouts, patios, water, electric, 50 amp, Vega Reservoir, fishing, dock, ramp, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 5 cabins, dump station, public phone, firewood, BBQ at site, table at site, paved/gravel roads, horseback riding, nature trails, biking, birding, cross-country skiing, education programs, picnicking, hiking, hunting, ice fishing, ice skating, jet skiing, OHV riding, photography, sledding, snowmobiling, snowshoeing, snow tubing, volleyball, water skiing, wildlife viewing, camper services building, horse trailer parking, stables or corrals, visitor center, wedding facilities	www.parks.state.co.us/ Daily Park Pass - \$7.
Yampa River	Hayden	CO	\$16 - \$22	\$16 - \$22		35 gravel sites, back-ins, room for slideouts, electric, 30/50 amp, Yampa River, swimming, fishing, dock, ramp, boating, pavilion, playground, showers, restrooms, dump station, public phone, laundry, firewood, gravel/paved roads, nature trails, birding, education programs, picnicking, hiking, hunting, volleyball, whitewater rafting, Tipi, camper services building, conference room, visitor center, wedding facilities	www.parks.state.co.us/ Daily Park Pass - \$7. Tipi - \$25.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Bear Lake	St. Charles	ID	\$14 - \$18	\$14 - \$18		47 paved sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Bear Lake, swimming, fishing, dock, ramp, boating, pavilion, restrooms, dump station, firewood, paved roads, water sports, sail boat and board, picnicking, kite flying, volleyball, hiking, biking, ice fishing, bird watching, snowmobiling, visitor center	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Bruneau Dunes	Mountain Home	ID	\$16 - \$22	\$16 - \$22	\$50	98 gravel sites, pull-throughs, back-ins, room for slideouts, patios, water, electric, 30/50 amp, WiFi, Bruneau Dunes Lake, swimming, fishing, ramp, boating, planned activities, pavilion, showers, restrooms, 2 cabins, dump station, firewood, BBQ at site, table at site, paved roads, horseback riding, tourist attractions, nature trails, picnicking, bird watching, hiking, sledding, star gazing, dune ski and sledding, snowboarding, guided walks, education center and observatory, visitor center	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Castle Rocks	Almo	ID	\$22	\$22	Cabin - \$150. Bunkhouse - \$100	37 campsites, 6 equestrian, 2 yurts, restrooms, showers, dump station, electric, hiking, mountain biking, horseback riding, rock climbing, ice climbing, bird and wildflower watching, snowshoeing, cross-country skiing, education programs, WiFi,	parks and recreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5. Yurt - \$50.
City of Rocks	Almo	ID	\$12	\$12		64 standard campsites, 3 group sites, restrooms, water stations, hiking, mountain biking, horseback riding, rock climbing, ice climbing, wildlife and wildflower viewing, snowshoeing, cross-country skiing, horseshoes, visitor center, educational programs, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Coeur d' Alene's Old Mission	Cataldo	ID	N/A	N/A		Picnicking, restrooms, visitor center, museum, boat ramp, special events, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Dworshak	Lenore	ID	\$14 - \$22	\$14 - \$22	\$50	46 standard campsites, 57 services, 4 cabins, showers, dump station, restrooms, group shelter, amphitheatre, fish cleaning station, marina five miles from campground, archery range, boating, docks, fishing, swimming, volleyball, playground, horseshoes, boating, water sports, meeting rooms, lodge, canoe and kayak rental, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Eagle Island	Eagle	ID	N/A	N/A		Non-motorized boating, canoeing, kayaking, fishing, nature trails, biking, hiking, horseback riding, picnicking horseshoes, volleyball, swimming, beach, waterslide, restrooms, group shelters, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5. Shelter Fee - \$50 - \$100.
Farragut	Athol	ID	\$18 - \$24	\$18 - \$24	\$50 - \$55	163 paved sites, pull-throughs, back-ins, room for slideouts, water, electric, 30/50 amp, Lake Pend Oreille, swimming, fishing, dock, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 10 cabins, dump station, public phone, BBQ at site, table at site, paved roads, newspaper, horseback riding, nature trails, biking, water sports, orienteering, wildlife viewing, disc golf, RC airplanes, archery, group shelters, amphitheater, cross-country skiing, snowshoeing, sledding, educational programs	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Harriman	Island Park	ID	N/A	N/A	\$80 - \$200	Restrooms, picnicking, meeting facilities, wildlife viewing, fishing, cross-country skiing, horseback riding, educational programs, dorms, bunkhouse, Scovel Center, cabins, yurts, hiking, biking, horse rental	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Hells Gate	Lewiston	ID	\$14 - \$22	\$14 - \$22	\$50	64 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, Snake River, swimming, fishing, dock, ramp, marina, boat rental, boating, pavilion, playground, showers, restrooms, 8 cabins, dump station, firewood, BBQ at site, table at site, paved roads, fax/copy service, horseback riding, nature trails, picnicking, hiking, biking, water sports, wildlife viewing, jet boat trips into Hells Canyon, group shelters, amphitheater, conference rooms, educational programs, rentals, visitor center, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Henrys Lake	Island Park	ID	\$18 - \$24	\$18 - \$24	\$50	44 gravel sites, pull-throughs, back-ins, room for slideouts, patios, water, electric, 30/50 amp, WiFi, Henrys Lake, fishing, dock, ramp, boating, horseshoes, showers, restrooms, 3 cabins, dump station, firewood, BBQ at site, table at site, paved roads, fish cleaning station, nature trails, picnicking, hiking, biking, educational programs, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Heyburn	Plummer	ID	\$14 - \$24	\$14 - \$24	Cabins - \$50. Cottages - \$115	132 paved site, pull-throughs, back-ins, room for slideouts, patios, sewer, water, electric, 30 amp, Chatcolet Lake, swimming, fishing, dock, ramp, marina, boat rental, boating, planned activities, pavilion, playground, showers, restrooms, dump station, public phone, firewood, paved roads, horseback riding, nature trails, picnicking, biking, hiking, water sports, waterfowl hunting, wildlife viewing, ice fishing, rentals, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5
Lake Cascade	Cascade	ID	\$10- \$38	\$10- \$38		300 paved sites, back-ins, room for slideouts, Lake Cascade, swimming, fishing, dock, ramp, boating, horseshoes, showers, restrooms, dump station, public phone, paved roads, nature trails, picnicking, hiking, biking, sailing, windsurfing, water sports, shelters, yurts, ice fishing, nordic skiing, educational programs, rentals, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5. Group Yurts - \$175.
Lake Walcott	Rupert	ID	\$12 - \$22	\$12 - \$22	\$50	22 serviced campsites, 18 standard, 2 cabins, showers, restrooms, dump station, ramps, docks, picnicking, hiking, disc golf, biking, fishing, boating, swimming, birding, horseshoes, windsurfing, sailing, water sports, playground, basketball, shelters, ice fishing, cross-country skiing, education programs, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.
Land of Yankee Fork	Challis	ID	N/A	N/A		Restrooms, picnicking, hiking, biking, ATV, wildlife viewing, visitor center, museum, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.
Lucky Peak	Boise	ID	N/A	N/A		Restrooms, group shelter, grills, picnicking, showers, boating, swimming, fishing, water sports, biking, marina, ramps, moorage slips, trails, WiFi, rentals	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Massacre Rocks	American Falls	ID	\$14 - \$38	\$14 - \$38	\$50	40 gravel sites, pull-throughs, back-ins, room for slideouts, water, electric, 30 amp, Snake River, fishing, dock, ramp, boat rental, boating, horseshoes, planned activities, showers, restrooms, 4 cabins, dump station, firewood, BBQ at site, table at site, paved roads, fax/copy service, tourist attractions, nature trails, picnicking, disc golf, biking, botany, water sports, basketball, shelters, hiking, educational programs, nature store, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.
McCroskey	Plummer	ID	N/A	N/A		9 developed campsites, primitive sites, road side camping, restrooms, potable water, picnicking, hiking, biking, horseback riding, ATV, scenic wildflowers and vistas, shelters	parksandrecreation.idaho.gov/parks
Ponderosa	McCall	ID	\$14 - \$26	\$14 - \$26	\$75 - \$150	163 paved and gravel sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, WiFi, Payette Lake, swimming, fishing, dock, ramp, boating, horseshoes, pavilion, outdoor games, showers, restrooms, 5 cabins, dump station, public phone, firewood, BBQ at site, table at site, paved roads, fax/copy service, newspaper, picnicking, hiking, biking, volleyball, wildflower viewing, snowshoeing, cross-country skiing, educational programs, rentals	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.
Priest Lake	Coolin	ID	\$12 - \$26	\$12 - \$26	\$50 - \$55	151 campsites, 5 cabins, showers, restrooms, dump station, store, ramps, docks, boat camping, picnicking, hiking, biking, fishing, swimming, horseshoes, boating, water sports, volleyball, shelters, nordic, snowshoeing, snowmobiling, educational programs, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Round Lake	Sagle	ID	\$16 - \$22	\$16 - \$22		51 dirt sites, back-ins, room for slideouts, Round Lake, swimming, fishing, dock, ramp, boating, horseshoes, planned activities, pavilion, showers, restrooms, dump station, public phone, firewood, paved/gravel roads, nature trails, picnicking, hiking, biking, wildlife and wildflower viewing, snowshoeing, nordic, sledding, shelter, cross-country skiing, ice fishing, ice skating, sledding, educational programs	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.
Thousand Springs	Hagerman	ID	N/A	N/A		Restrooms, group shelter, interpretive areas, historic buildings, canoeing, kayaking, hiking, biking, horseback riding, fishing, wildlife viewing, picnicking, Nordic, events, educational programs	parksandrecreation.idaho.gov/parks
Three Island Crossing	Glanns Ferry	ID	\$22 - \$38	\$22 - \$38	\$50	82 gravel sites, pull-throughs, back-ins, room for slideouts, water, electric, 30 amp, Snake River, fishing, planned activities, pavilion, showers, restrooms, 8 cabins, dump station, public phone, firewood, BBQ at site, table at site, paved roads, fax/copy service, tourist attractions, nature trails, self-service RV wash, picnicking, hiking, biking, wildlife and wildflower viewing, educational opportunities, visitor center, nature store, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5.

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Winchester	Winchester	ID	\$14 - \$38	\$14 - \$38		69 gravel sites, pull-throughs, back-ins, room for slideouts, water, electric, 30 amp, Winchester Lake, fishing, dock, ramp, boating, planned activities, pavilion, showers, restrooms, dump station, public phone, firewood, paved roads, nature trails, 4 yurts, picnicking, hiking, biking, playground, wildlife and wildflower viewing, snowshoeing, Nordic, ice skating, ice fishing, shelter, amphitheatre, yurts, educational programs, WiFi	parksandrecreation.idaho.gov/parks Motor Vehicle Entry Fee - \$5. Yurts - \$50 - \$65.
Beaver Lake	Wishek	ND	\$10 - \$25	\$10 - \$25	\$40	Electric, dump station, showers, cabins, swim beach, playground, shelters, boating, canoeing, water skiing, fishing, trails, picnicking, dock, water-based activities, meeting facilities	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Shelters - \$25.
Cross Ranch	Center	ND	\$10 - \$15	\$10 - \$15	\$55 - \$65	70 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Missouri River, fishing, ramp, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 3 cabins, dump station, public phone, firewood, table at site, gravel/paved roads, paddle boats, nature trails, visitor center, rentals, snowshoeing, cross-country skiing, shelters	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Yurts - \$50. Meeting room - \$25/half day or \$50/full day. Small shelter - \$25. Large Shelter - \$75.
Fort Abraham Lincoln	Mandan	ND	\$10 - \$20	\$10 - \$20	\$40	96 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Heart River, fishing, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, gravel/paved roads, horseback riding, nature trails, visitor center, historic buildings, educational opportunities, shelters, horse corrals	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Tips - \$25. Meeting facility - \$300 per day. Picnic shelters - \$75 - \$200 per day.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Fort Ransom	Fort Ransom	ND	\$10 - \$25	\$10 - \$25		primitive campsites, horse corrals, electric, dump station, showers, historic buildings, log cabin, visitor center, rentals, shelters, playground, snowmobiling, cross-country skiing	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Meeting facilities - \$100 per day. Picnic Shelters - 25.
Fort Stevenson	Garrison	ND	\$10 - \$25	\$10 - \$25	\$40 - \$55	145 gravel and grass sites, back-ins, room for slideouts, water, electric, 30/50 amp, Lake Sakakawea, fishing, ramp, boat rental, boating, horseshoes, playground, showers, restrooms, 4 cabins, paved roads, nature trails, visitor center, gas dock, camp store, rentals, arboretum, shelters, meeting room, 2 marinas	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Meeting facilities - \$50 per day. Picnic Shelters - \$25.
Grahams Island	Devils Lake	ND	\$10 - \$20	\$10 - \$20	\$40	107 paved and grass sites, back-ins, room for slideouts, electric, 30/50 amp, Devils Lake, fishing, ramp, boating, pavilion, playground, showers, restrooms, 4 cabins, dump station, public phone, paved roads, nature trails, activity center, bait shop, hiking, shelters	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Meeting facilities - \$150 per day. Picnic Shelters - \$25.
Icelandic	Cavalier	ND	\$10 - \$25	\$10 - \$25	\$40	Electric, dump station, showers, cabins, visitor center, historic buildings, ramp, dock, fishing, beach, shelters, playground, swimming, picnicking	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Meeting facilities - \$25 - \$80. Picnic Shelter - \$50.
Lake Metigoshe	Bottineau	ND	\$10 - \$25	\$10 - \$25	\$40 - \$95	Electric, 30 amp, dump station, showers, cabins, group dorms, kitchen, ramp, rentals, skiing, snowshoeing, picnic shelters, playground, cross-country skiing, skating, sledding, ice fishing, educational programs	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Yurts - \$50. Meeting Room - \$175 per day. Small Shelter - \$25. Medium Shelter - \$50 per day.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lake Sakakawea	Pick City	ND	\$10 - \$20	\$10 - \$20	\$40	192 gravel and grass sites, back-ins, room for slideouts, water, electric, 30/50 amp, Lake Sakakawea, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, pavilion, playground outdoor games, showers, restrooms, 2 cabins, dump station, public phone, groceries, firewood, paved roads, fish cleaning station, nature trails, swim beach, camp store, shelters	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Small Shelter - \$25. Large Shelter - \$75 - \$200.
Lewis and Clark	Williston	ND	\$10 - \$20	\$10 - \$20	\$40	80 gravel sites, pull-throughs, back-ins, room for slideouts, electric 30 amp, Lake Sakakawea, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, WiFi, shelters, marina, hiking	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Picnic shelters - \$50 - \$75.
Little Missouri	Killdeer	ND	\$10 - \$25	\$10 - \$25		Electric, showers, restrooms, horse corrals, shelters, dump station, horse concession and guide service, horseback riding, hiking	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Picnic shelters - \$75.
Sully Creek	Mandan	ND	\$10 - \$25	\$10 - \$25		Portable water, showers, restrooms, horse corrals, canoeing, dump station, nature trails, hiking	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5.
Turtle River	Arvilla	ND	\$10 - \$25	\$10 - \$25	\$45	Electrical, dump station, showers, cabins, kitchen and dining hall, fishing, shelters, playground, sledding hill, picnicking, hiking, nature trails, biking, cross-country skiing, visitor center, gift shop, restrooms	www.parkrec.nd.gov/ Daily vehicle entrance fee - \$5. Meeting Facilities - \$25/half day or \$50/full day. Lodge - \$150 - \$200. Picnic Shelters - \$25 - \$200.

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Beachside State Recreation Site	Waldport	OR	\$22 - \$26	\$17 - \$21		32 paved sites, back-ins, water, electric, 30 amp, beach swimming, horseshoes, planned activities, showers, restrooms, 2 yurts, firewood, table at site, paved roads, newspaper, wildlife watching, hiking, biking, bird watching, interpretation, marine mammal watching	www.oregonstateparks.org Yurts - \$40
Carl G. Washburne Memorial State Park	Florence	OR	\$22 - \$26	\$16 - \$21		58 paved sites, back-ins, room for slideouts, full hookups, Pacific Ocean, fishing, planned activities, showers, restrooms, 2 rental units, dump station, public phone, firewood, table at site, paved roads, nature trails, hiking, biking, picnicking, wildlife watching, bird watching, marine mammal watching, terrestrial mammal watching, beach access, nature trails, special events, nature programs, interpretive events,	www.oregonstateparks.org Yurts - \$39
Jessie M. Honeyman Memorial State Park	Florence	OR	\$22 - \$26	\$16 - \$21		123 paved site, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, Cleawox Lake, swimming, fishing, ramp, boat rental, boating, rec hall, planned activities, pavilion, playground, showers, restrooms, dump station, public phone, firewood, table at site, paved roads, shelters, yurts, hiking, biking, picnicking, meeting facilities, wildlife watching, bird watching terrestrial mammal watching, windsurfing, nature programs, interpretive events, historic buildings	www.oregonstateparks.org Yurts - \$39

COMPETITION						
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities
South Beach State Park	Newport	OR	\$22 - \$27	\$21		227 paved sites, back-ins, room for slideouts, water, electric, 30 amp, WiFi, Pacific Ocean, swimming, horseshoes, rec hall, planned activities, playground, showers, restrooms, 27 rental units, dump station, firewood, table at site, paved roads, newspaper, library, nature trails, kayak tours, hiking, biking, meeting space, wildlife watching, bird watching, marine mammal watching, beach access, dunes, interpretation store
						Notes www.oregonstateparks.org Yurts - \$40
Devils Lake State Recreation Area	Lincoln City	OR	\$23 - \$28	\$17 - \$21		28 paved sites, back-ins, room for slideouts, full hookups, 50 amp, Devils Lake, fishing, dock, boating, planned activities, cable TV, shower, restrooms, 10 rental units, public phone, firewood, table at site, paved roads, newspaper, nature trails, kayak tours, hiking biking, picnicking, wildlife watching, special events, nature programs
						Notes www.oregonstateparks.org Yurts - \$40
Beverly Beach State Park	Newport	OR	\$22 - \$26	\$17 - \$21		76 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, WiFi, Pacific Ocean, swimming, horseshoes, rec hall, planned activities, playground, cable TV, showers, restrooms, rental units, dump station, public phone, firewood, table at site, paved roads, newspaper, nature trails, hiking, biking, meeting facilities, picnicking, beach access, special events, nature programs, interpretative store
						Notes www.oregonstateparks.org Yurts - \$40

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
The Cove Palisades State Park	Culver	OR	\$21 - \$26	\$16 - \$20		173 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, Lake Billy Chinook, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, planned activities, playground, showers, restrooms, 3 rental units, dump station, public phone, laundry, firewood, restaurant, table at site, paved roads, fish cleaning station, nature trails, picnicking, wildlife watching, bird watching terrestrial mammal watching, hiking, nature programs, historic sites, interpretive tours	www.oregonstateparks.org
Jasper Point (Prineville Reservoir)	Bend	OR	\$22	\$22		Electric, picnicking, wildlife watching, bird watching, terrestrial mammal watching, boating, ramp, fishing, swimming, beach access, hiking, nature trails, lake	www.oregonstateparks.org
Pineville Reservoir State Park	Bend	OR	\$22 - \$26	\$16 - \$21	\$60	22 full hookup, electric, reservable boat moorage, 5 cabins, showers, picnicking, wildlife watching, bird watching, terrestrial mammal watching, boating, ramp, boat slips, fishing, swimming, hiking, special events, nature programs, interpretive events	www.oregonstateparks.org
Deschutes River State Recreation Area	Wasco	OR	\$16 - \$20	\$5 - \$9		Restrooms, showers, electric, picnicking, wildlife watching, boating, fishing, horse trail, hiking, biking	www.oregonstateparks.org
LaPine State Park	LaPine	OR	\$17 - \$22	\$17 - \$22	\$42 - \$81	Full hookups, cabins, showers, dump station, picnicking, boating, fishing, swimming, hiking, restrooms	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Tumalo State Park	Bend	OR	\$22 - \$26	\$16 - \$21		23 paved sites, back-ins, room for slideouts, full hookups, 30 amp, Deschutes River, swimming, fishing, horseshoes, planned activities, playground, showers, restrooms, 7 yurts, public phone, ice, firewood, table at site, paved roads, newspaper, nature trails, hiking, biking, picnicking	www.oregonstateparks.org Yurt - \$39.
Smith Rock State Park	Terrebonne	OR	\$5	\$5		Primitive campsites, picnicking, wildlife watching, fishing, nature trails, hiking	www.oregonstateparks.org
Ainsworth State Park	Corbett	OR	\$16 - \$20	\$13 - \$17		45 paved sites, pull-throughs, back-ins, room for slideouts, full hookups, 30 amp, horseshoes, planned activities, playground, showers, restrooms, dump station, firewood, table at site, paved roads, picnicking, wildlife watching, hiking, special events, nature programs, nature trails	www.oregonstateparks.org
Memaloose State Park	The Dalles	OR	\$20 - \$24	\$15 - \$19		44 paved sites, back-ins, room for slideouts, full hookups, 30 amp, Columbia River, fishing, horseshoes, planned activities, playground, showers, restrooms, dump station, public phone, firewood, table at site, paved roads, special events, nature programs	www.oregonstateparks.org
Viento State Park	Hood River	OR	\$16 - \$20	\$13 - \$17		56 paved sites, back-ins, room for slideouts, water, electric, 20 amp, Columbia River, fishing, planned activities, playground, showers, restrooms, public phone, firewood, table at site, paved roads, nature trails, picnicking, windsurfing, beach access, hiking	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Goose Lake State Recreation Area	Lakeview	OR	\$16 - \$20	\$16 - \$20		48 paved sites, back-ins, room for slideouts, patios, water, electric, 20 amp, Goose Lake, fishing, ramp, boating, horseshoes, showers, restrooms, dump station, public phone, firewood, table at site, paved roads, picnicking, wildlife watching, bird watching	www.oregonstateparks.org
Farewell Bend State Recreation Area	Huntington	OR	\$17 - \$22	\$14 - \$18	\$42	103 paved sites, pull-throughs, back-ins, room for slideouts, patios, water, electric, 20/30 amp, Snake River, fishing, dock, ramp, boating, horseshoes, planned activities, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, table at site, paved roads, fish cleaning station, hiking, biking, picnicking, wildlife watching, bird watching, terrestrial mammal watching, special events, historic programs	www.oregonstateparks.org
Unity Lake State Recreation Area	Unity Lake	OR	\$17 - \$22	\$17 - \$22	\$42	Electric, showers, dump station, picnicking, wildlife watching, bird watching, terrestrial mammal watching, boating, boat ramp, fishing, hiking, restrooms	www.oregonstateparks.org
Clyde Holliday State Recreation Site	Mt. Vernon	OR	\$17 - \$22	\$17 - \$22		31 paved sites, pull-throughs, back-ins, room for slideouts, water, electric, 30/50 amp, John Day River, fishing, horseshoes, planned activities, showers, restrooms, 2 tepees, dump station, firewood, BBQ at site, table at site, paved roads, nature trails, hiking, biking, picnicking, wildlife watching, bird watching, terrestrial mammal watching, special events	www.oregonstateparks.org Tepee - \$39
Succor Creek State Natural Area	Nyssa	OR	Free	Free		Primitive campsites, picnicking, wildlife watching, bird watching, terrestrial mammal watching	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lake Owyhee State Park	Adrian	OR	\$16 - \$20	\$13 - \$17		57 paved sites, back-ins, room for slideouts, electric, 30 amp, Lake Owyhee, swimming, fishing, dock, ramp, marina, boat rental, boating, showers, restrooms, 2 tepees, dump station, public phone, ice, firewood, paved roads, picnicking, wildlife watching, bird watching, terrestrial mammal watching	www.oregonstateparks.org Tepee - \$36
Catherine Creek State Park	Meacham	OR	\$5	\$5		Primitive camping, picnicking, wildlife watching, fishing, hiking, restrooms	www.oregonstateparks.org
Hilgard Junction State Park	Hilgard	OR	\$5 - \$9	\$5 - \$9		Primitive camping, picnicking, fishing, restrooms	www.oregonstateparks.org
Red Bridge State Wayside	Meacham	OR	\$5 - \$9	\$5 - \$9		Primitive camping, picnicking, fishing, restrooms	www.oregonstateparks.org
Ukiah-Dale Forest Scenic Corridor	Ukiah	OR	\$5 - \$9	\$5 - \$9		9 paved sites, back-ins, room for slideouts, Camas Creek, swimming, fishing, restrooms, firewood, table at site, paved roads	www.oregonstateparks.org
Emigrant Springs State Heritage Area	Meacham	OR	\$16 - \$20	\$13 - \$17	\$39	19 paved sites, back-ins, room for slideouts, full hookups, 30 amp, horseshoes, planned activities, pavilion, showers, restrooms, 8 cabins, public phone, firewood, table at site, paved roads, newspaper, horse camp, picnicking, horse trail, hiking, special events, nature programs, historic buildings	www.oregonstateparks.org
Minam State Recreation Area	LaGrande	OR	\$5 - \$9	\$5 - \$9		Primitive camping, picnicking, wildlife watching, bird watching, terrestrial mammal watching, boating, ramp, fishing, restrooms	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Wallowa Lake State Park	Joseph	OR	\$21 - \$25	\$16 - \$20		121 paved sites, pull-throughs, back-ins, room for slideouts, full hookups, 30/50 amp, WiFi, Wallowa Lake, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, planned activities, pavilion, playground, showers, restrooms, 3 yurts, dump station, public phone, laundry, firewood, table at site, paved roads, newspaper, fish cleaning station, nature trails, picnicking, hiking, biking, wildlife watching, bird watching, terrestrial mammal watching, boat slips, marina, special events, athletics	www.oregonstateparks.org Yurts - \$38
Bates State Park	Austin	OR	\$5 - \$10	\$5 - \$10		Primitive camping, hiking, biking, nature trails, restrooms	www.oregonstateparks.org
Fort Stevens State Park	Hammond	OR	\$23 - \$27	\$17 - \$21		477 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 50 amp, Coffenbury Lake, swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, showers, restrooms, 15 yurts, dump station, public phone, firewood, table at site, paved roads, newspaper, tourist attractions, nature trails, hiking, biking, picnicking, shelter, wildlife watching, bird watching, marine mammal watching, terrestrial mammal watching, windsurfing, beach access, horse trail, athletics, nature programs, dunes, historic buildings, visitor center	www.oregonstateparks.org Yurts - \$41

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Cape Lookout State Park	Tillamook	OR	\$20 - \$24	\$15 - \$19	\$76	38 paved sites, back-ins, room for slideouts, full hookups, 30 amp, Pacific Ocean, planned activities, pavilion, showers, restrooms, 16 yurts and cabins, dump station, public phone, firewood, table at site, paved roads, newspaper, hiking, biking, shelter, wildlife watching, bird watching, marine mammal watching, beach access, special events, nature programs	www.oregonstateparks.org Yurts - \$39
Saddle Mountain State Natural Area	Seaside	OR	\$5 - \$10	\$5 - \$10		Primitive camping, picnicking, hiking, restrooms	www.oregonstateparks.org
Nehalem Bay State Park	Nehalem	OR	\$20 - \$24	\$20 - \$24		265 paved sites, back-ins, room for slideouts, water, electric, 30 amp, Pacific Ocean, swimming, ramp, boating, rec hall, planned activities, playground, showers, restrooms, 18 yurts, dump station, public phone, firewood, table at site, paved roads, newspaper, horseback riding, nature trails, horse camp, hiking, biking, picnicking, beach access, horse trail	www.oregonstateparks.org Yurts - \$36
L. L. Stub Stewart State Park	Buxton	OR	\$22 - \$26	\$17 - \$21	\$43	78 gravel sites, pull-throughs, back-ins, room for slideouts, big rig sites, full hookups, 30/50 amp, WiFi, Brooke Creek, planned activities, showers, restrooms, 15 cabins, public phone, firewood, table at site, paved roads, enclosed dog run, nature trails, meeting facilities, picnicking, horse camp, wildlife watching, bird watching, horse trail, hiking, biking, visitor center	www.oregonstateparks.org

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Milo McIver State Park	Estacada	OR	\$17 - \$21	\$14 - \$18		44 paved sites, back-ins, room for slideouts, water, electric, 30 amp, Clackamas River, fishing, ramp, boating, horseshoes, planned activities, pavilion, outdoor games, showers, restrooms, dump station, public phone, firewood, table at site, paved roads, nature trails, shelter, picnicking, wildlife watching, bird watching, terrestrial mammal watching, horse trial, hiking, biking, special events, nature programs	www.oregonstateparks.org
Government Island State Recreation Area	Portland	OR	Free	Free		Primitive camping, picnicking, wildlife watching, boating, fishing, swimming, beach access, hiking, restrooms	www.oregonstateparks.org
Joseph H. Stewart State Recreation Area	Prospect	OR	\$16 - \$20	\$13 - \$17		201 grass sites, back-ins, water, electric, 30 amp, Lost Creek Reservoir, swimming, dock, ramp, fishing, marina, boat rental, boating, playground, showers, restrooms, dump station, public phone, groceries, firewood, table at site, nature trails, picnicking, beach access, hiking, biking	www.oregonstateparks.org
Valley of the Rogue State Park	Rogue River	OR	\$20 - \$24	\$15 - \$19		152 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, WiFi, Rogue River, fishing, ramp, boating, horseshoes, planned activities, pavilion, showers, restrooms, 6 yurts, dump station, public phone, laundry, firewood, table at site, paved roads, meeting facilities, picnicking, wildlife watching, bird watching, biking, nature programs, athletics	www.oregonstateparks.org Yurts - \$36

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Collier Memorial State Park	Chiloquin	OR	\$17 - \$22	\$14 - \$19		50 paved and gravel sites, pull-throughs, back-ins, room for slideouts, full hookups, 30/50 amp, Williamson River, fishing, planned activities, showers, restrooms, dump station, public phone, laundry, firewood, table at site, paved roads, nature trails, horse camp, picnicking, horse trail, hiking	www.oregonstateparks.org
Jackson F. Kimball State Recreation Site	Klamath Falls	OR	\$5 - \$10	\$5 - \$10		Primitive camping, picnicking, wildlife watching, fishing	www.oregonstateparks.org
Humboldt Mountain State Park	Port Orford	OR	\$16 - \$20	\$13 - \$17		32 paved sites, pull-throughs, back-ins, room for slideouts, water, electric, 30 amp, Pacific Ocean, swimming, planned activities, showers, restrooms, public phone, firewood, table at site, paved roads, nature trails, hiking, biking, wildlife watching, windsurfing, beach access	www.oregonstateparks.org
Cape Blanco State Park	Port Orford	OR	\$16 - \$20	\$16 - \$20	\$39	53 paved sites, back-ins, room for slideouts, water, electric, 30/50 amp, Sixes River, fishing, showers, restrooms, 4 cabins, public phone, firewood, table at site, paved roads, nature trails, horse camp, hiking, biking, marine mammal watching, picnicking, wildlife watching, terrestrial mammal watching, beach access, horse trail, hiking, historic buildings	www.oregonstateparks.org
Bullards Beach State Park	Bandon	OR	\$20 - \$24	\$20 - \$24		186 paved sites, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, Coquille River, fishing, dock, ramp, boating, horseshoes, rec hall, planned activities, pavilion, showers, restrooms, 13 yurts, dump station, public phone, firewood, table at site, paved roads, newspaper, fish cleaning station, nature trails, horse camp, hiking, biking, shelter, picnicking, wildlife watching, beach access, horse trail	www.oregonstateparks.org Yurts - \$36

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Alfred A. Loeb State Park	Brookings	OR	\$16 - \$20	\$16 - \$20	\$39	48 paved sites, back-ins, room for slideouts, water, electric, 20 amp, Chetco River, swimming, fishing, showers, restrooms, 3 cabins, public phone, firewood, BBQ at site, table at site, paved roads, nature trails, picnicking, wildlife watching, bird watching, terrestrial mammal watching, beach access, special events, nature programs	www.oregonstateparks.org
Harris Beach State Park	Brookings	OR	\$21 - \$26	\$16 - \$20		86 paved sites, back-ins, room for slideouts, full hookups, 30 amp, WiFi, Pacific Ocean, swimming, planned activities, playground, cable TC, showers, restrooms, 6 yurts, dump station, public phone, laundry, firewood, table at site, paved roads, newspaper, nature trails, hiking, biking, picnicking, wildlife watching, bird watching, marine mammal watching, terrestrial mammal watching, beach access, special events, nature programs	www.oregonstateparks.org Yurts - \$39
William M. Tugman State Park	Lakeside	OR	\$17 - \$20	\$17 - \$20		94 paved sites, back-ins, room for slideouts, water, electric, 30/50 amp, Eel Lake, swimming, fishing, dock, ramp, boating, planned activities, pavilion, playground, showers, restrooms, 16 yurts, dump station, public phone, firewood, table at site, paved roads, newspaper, fish cleaning station, hiking, biking, picnicking, shelters, wildlife watching, bird watching, terrestrial mammal watching	www.oregonstateparks.org Yurts - \$39

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Sunset Bay State Park	Charleston	OR	\$20 - \$24	\$15 - \$19		63 paved sites, back-ins, room for slideouts, sewer, water, electric, 30 amp, Pacific Ocean, swimming, horseshoes, rec hall, planned activities, showers, restrooms 8 yurts, public phone, firewood, table at site, paved roads, newspaper, fish cleaning station, hiking, biking, shelters, picnicking, wildlife watching, special events, nature programs, beach	www.oregonstateparks.org Yurts - \$36
Umpqua Lighthouse State Park	Winchester Bay	OR	\$20 - \$24	\$15 - \$19	\$39	20 paved sites, back-ins, room for slideouts, full hookups, 30 amp, Lake Marie, swimming, fishing, planned activities, showers, restrooms, 10 cabins and yurts, public phone, firewood, table at site, paved roads, picnicking	www.oregonstateparks.org Yurt - \$56 - \$76
North Santiam State Recreation Area	Mill City	OR		\$9		Primitive camping, shelter, picnicking, wildlife watching, boating, ramp, fishing, nature trail, hiking, restrooms	www.oregonstateparks.org
Detroit Lake State Recreation Area	Detroit	OR	\$20 - \$24	\$15 - \$19		177 paved sites, back-ins, room for slideouts, sewer, water, electric, 30 amp, Detroit Lake, swimming, fishing, dock, ramp, boating, planned activities, playground, showers, restrooms, public phone, ice, firewood, table at site, paved roads, wildlife watching, bird watching, marina, boat slips, special events, nature programs, athletics, visitor center	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Champoeg State Heritage Area	St. Paul	OR	\$20 - \$24	\$15 - \$19	\$39	79 paved sites, pull-throughs, back-ins, room for slideouts, sewer, water, electric, 30/50 amp, Willamette River, fishing, dock, boating, horseshoes, rec hall, planned activities, pavilion, outdoor games, showers, restrooms 12 yurts and cabins, dump station, public phone, ice, firewood, table at site, paved roads, nature trails, hiking, biking, shelters, picnicking, wildlife watching, bird watching, terrestrial mammal watching, special events, nature programs, historic buildings	www.oregonstateparks.org Yurt - \$36
Cascadia State Park	Sweet Home	OR	\$17	\$17		25 dirt sites, pull-throughs, back-ins, room for slideouts, South Santiam River, swimming, horseshoes, outdoor games, fishing, restrooms, firewood, paved roads, nature trails, picnicking, wildlife watching, bird watching, hiking	www.oregonstateparks.org
Silver Falls State Park	Sublimity	OR	\$20 - \$24	\$15 - \$19	\$39	47 paved sites, back-ins, room for slideouts, water, electric, 30/50 amp, Silver Creek, swimming, fishing, horseshoes, planned activities, pavilion, playground, showers, restrooms, 14 cabins, dump station, public phone, firewood, table at site, paved roads, horse camp, shelters, picnicking, wildlife watching, bird watching, terrestrial mammal watching, horse trail, hiking, biking, special events, nature programs, athletics, historic buildings, museums, visitor center	www.oregonstateparks.org
Fall Creek State Recreation Area	Willamette Valley	OR	\$19	\$19		Primitive camping, picnicking, wildlife watching, bird watching, terrestrial mammal watching, boating, ramp, fishing, swimming, nature programs, restrooms	www.oregonstateparks.org

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Angostura Recreation Area	Hot Springs	SD	\$14 - \$18	\$14 - \$18	\$37	169 gravel sites, back-ins, room for slideouts, electric, 30 amp, Angostura Reservoir, swimming, dock, ramp, fishing, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, golf, showers, restrooms, 10 cabins, dump station, public phone, firewood, BBQ at site, table at site, paved roads, fish cleaning station, nature trails, beach, canoe/kayak rentals, picnicking, shelters, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Bear Butte State Park	Sturgis	SD	\$10	\$10		22 gravel sites, back-ins, room for slideouts, Bear Butte Lake, fishing, ramp, boating, horseshoes, pavilion, restrooms, BBQ at site, table at site, gravel/paved roads, nature trails, horse camp, picnicking, shelter, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Big Sioux Recreation Area	Brandon	SD	\$14 - \$18	\$14 - \$18	\$37	43 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30/50 amp, Big Sioux River, fishing, ramp, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 3 cabins, dump station, firewood, table at site, gravel/paved roads, nature trails, picnicking, shelters, snowshoeing, hiking	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Burke Lake Recreation Area	Burke	SD	\$10	\$10		15 campsites, back-ins, boating, ramp, water, fishing, dock, picnicking, shelters, restrooms	gfp.sd.gov/state-parks Park entrance license not required.
Buryanek Recreation Area	Platte	SD	\$12 - \$16	\$12 - \$16	\$37	44 gravel sites, back-ins, electric, Lake Francis Case, swimming, ramp, boating, fishing, pavilion, playground, showers, restrooms, 3 cabins, dump station, gravel roads, fish cleaning station, beach, picnicking, shelter	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Chief White Crane Recreation Area	Yankton	SD	\$14 - \$20	\$14 - \$20	\$42	146 paved sites, back-ins, room for slideouts, electric, 30 amp, Lake Yankton, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 10 cabins, dump station, public phone, paved roads, fish cleaning station, nature trails, picnicking, shelters, canoe/kayak rentals	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Cow Creek Recreation Area	Pierre	SD	\$12 - \$16	\$12 - \$16	\$37	39 gravel sites, back-ins, electric, Oahe Reservoir, swimming, fishing, ramp, boating, pavilion, showers, gravel roads, fish cleaning station, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Custer State Park	Custer	SD	\$16 - \$24	\$16 - \$24		Gravel and paved campsites, grate, picnic tables, electric, restrooms, showers, firewood, amphitheatre, horse camp, nature trails, hiking, biking, horseback riding, rock climbing, lodges, cabins, jeep rides, convenience stores, restaurants, chuckwagon cookouts, paddle boat/kayak/row boat rentals	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Farm Island Recreation Area	Pierre	SD	\$18	\$18	\$37	90 gravel sites, back-ins, room for slideouts, electric, 30 amp, Missouri River, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 3 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, beach, rentals, picnicking, shelters, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Fisher Grove State Park	Frankfort	SD	\$12 - \$16	\$12 - \$16		28 gravel sites, back-ins, room for slideouts, electric, 30 amp, James River, fishing, ramp, boating, pavilion, playground, golf, showers, restrooms, dump station, public phone, firewood, paved roads, nature trails, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle. Campground is closed through 2012 due to flood damage.
Fort Sisseton Historic State Park	Lake City	SD	\$12 - \$16	\$12 - \$16	\$37	14 gravel sites, pull-throughs, back-ins, electric, WiFi, Kettle Lake, fishing, ramp, boat rental, boating, horseshoes, pavilion, showers, 3 cabins, gravel roads, horseback riding, nature trails, rentals, event facilities, picnicking, shelters, visitor center, snowshoeing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Hartford Beach State Park	Corona	SD	\$14 - \$18	\$14 - \$18	\$37	43 paved/gravel/grass sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Big Stone Lake, swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Indian Creek Recreation Area	Mobridge	SD	\$16	\$16	\$37	124 paved sites, back-ins, room for slideouts, electric, 30 amp, Lake Oahe, swimming, fishing, dock, ramp, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved/gravel roads, fish cleaning, station, nature trails, land navigation course, hiking, convenience store	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lake Cochrane Recreation Area	Clear Lake	SD	\$18	\$18	\$37	30 gravel sites, back-ins, room for slideouts, electric, 30 amp, Lake Cochrane, swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 1 cabin, dump station, public phone, firewood, paved roads, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Lake Herman State Park	Madison	SD	\$14 - \$18	\$14 - \$18	\$37	72 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 20 amp, Lake Herman, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, planned activities, pavilion, playground, golf, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved roads, nature trails, beach, rentals, picnicking, shelters, water skiing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Lake Hiddenwood Recreation Area	Selby	SD	\$10 - \$14	\$10 - \$14		13 sites, back-ins, beach, boat ramp, water, electric, picnicking, shelters, fishing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Lake Louise Recreation Area	Miller	SD	\$14 - \$18	\$14 - \$18	\$37	39 paved and gravel sites, back-ins, room for slideouts, electric, 30 amp, Lake Louise swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lake Poinsett Recreation Area	Arlington	SD	\$14 - \$18	\$14 - \$18	\$37	108 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Lake Poinsett, swimming, fishing, dock, ramp, boating, horseshoes, planned activities, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, paved roads, fish cleaning station, nature trails, beach, picnicking, shelter, water skiing, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Lake Thompson Recreation Area	Lake Preston	SD	\$14 - \$18	\$14 - \$18	\$37	97 paved and gravel sites, back-ins, room for slideouts, electric, 30/50 amp, Lake Thompson, swimming, fishing, ramp, boating, planned activities, pavilion, playground, outdoor games, showers, restrooms, 5 cabins, dump station, table at site, gravel roads, fish cleaning station, nature trails, beach, lodge, water skiing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Lake Vermillion recreation Area	Canistota	SD	\$14 - \$18	\$14 - \$18	\$37	66 paved sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Lake Vermillion, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 5 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, beach, rentals, picnicking, shelters, water skiing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Lewis and Clark Recreation Area	Yankton	SD	\$18 - \$20	\$18 - \$20	\$42	374 paved sites, back-ins, room for slideouts, electric, 30 amp, WiFi, Lewis & Clark Lake, swimming, dock, ramp, fishing, marina, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 17 cabins, dump station, public phone, firewood, BBQ at site, table at site, paved roads, fish cleaning station, horseback riding, nature trails, beach, horse camp, picnicking, shelters, water skiing, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Little Moreau Recreation Area	Shadehill	SD	Free	Free		5 primitive campsites, boating, ramp, picnicking, shelter	gfp.sd.gov/state-parks No daily license required.
Llewellyn Johns Recreations Area	Lemmon	SD	\$14	\$14		10 gravel site, back-ins, room for slideouts, electric, 20 amp, Flat Creek Lake, pavilion, playground, restrooms, paved roads, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Mina Lake Recreation Area	Aberdeen	SD	\$14 - \$18	\$14 - \$18	\$37	36 paved sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Mina Lake, swimming, fishing, dock, ramp, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 1 cabin, dump station, public phone, firewood, BBQ at site, table at site, paved roads, nature trails, beach, lodge, picnicking, shelter	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Newton Hills State Park	Beresford	SD	\$14 - \$18	\$14 - \$18	\$37	25 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, stream, pavilion, playground, showers, restrooms, dump station, public phone, firewood, paved roads, horseback riding, nature trails, beach, event facilities, lodge, horse camp, picnicking, shelter, snowshoeing, hunting	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
North Point Recreation Area	Pickstown	SD	\$18	\$18	\$37	111 paved sites, pull-throughs, back-ins, electric, 30 amp, Lake Francis Case, swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, golf, showers, restrooms, 7 cabins, dump station, public phone, fish cleaning station, nature trails, beach, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
North Wheeler Recreation Area	Geddes	SD	\$10 - \$14	\$10 - \$14	\$37	25 campsites, electric, boat ramp, water, fish cleaning station, boating, fishing, restrooms	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Oahe Downstream Recreation Area	Fort Pierre	SD	\$18	\$18	\$37	205 paved and gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30/50 amp, WiFi, Missouri River, swimming, fishing, dock, ramp, marina, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 5 cabins, dump station, public phone, paved roads, fish cleaning station, nature trails, beach, rentals, biking, lodge, picnicking, shelters, visitor center	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Oakwood Lakes State Park	Bruce	SD	\$14 - \$18	\$14 - \$18	\$37	136 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Oakwood Lakes, swimming, fishing dock, ramp, boat rental, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 6 cabins, dump station, public phone, firewood, paved roads, horseback riding, nature trails, beach, rentals, horse camp, picnicking, shelter	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Okobojo Point Recreation Area	Pierre	SD	\$12	\$12		17 gravel sites, Lake Oahe, swimming, fishing, ramp, boating, pavilion, showers, restrooms, gravel roads, fish cleaning station, beach, picnicking, shelter	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Palisades State Park	Garretson	SD	\$14 - \$18	\$14 - \$18	\$37	22 gravel sites, back-ins, room for slideouts, electric, 20 amp, Split Rock Creek, swimming, fishing, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 6 cabins, public phone, paved roads, nature trails, lodge, picnicking, shelters, rock climbing	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Pease Creek Recreation Area	Geddes	SD	\$16	\$16	\$37	23 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Lake Francis Case, fishing, ramp, boating, pavilion, playground, showers, restrooms, BBQ at site, table at site, gravel/paved roads, fish cleaning station, horseback riding, nature trails, horse camp, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Pelican Laker Recreation Area	Watertown	SD	\$18	\$18	\$37	76 gravel sites, back-ins, room for slideouts, electric, 30 amp, Pelican Lake, swimming, fishing, ramp, boating, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, firewood, paved roads, horseback riding, nature trails, beach, horse camp, picnicking, shelters, archery	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Pickereel Lake Recreation Area	Waubay	SD	\$14 - \$18	\$14 - \$18	\$37	77 paved and gravel sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Pickereel Lake, swimming, fishing, dock, ramp, boat rental, boating, horseshoes, pavilion, playground, outdoor games, showers, restrooms, 6 cabins, dump station, public phone, firewood, paved roads, fish cleaning station, nature trails, beach, rentals, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION

Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Pierson Ranch Recreation Area	Yankton	SD	\$18 - \$20	\$18 - \$20	\$42	67 paved sites, back-ins, room for slideouts, sewer, water, electric, 30 amp, Lewis & Clark Lake, swimming, fishing, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 2 cabins, dump station, public phone, paved roads, nature trails, picnicking, shelters, tennis, hiking, biking	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Platte Creek Recreation Area	Platte	SD	\$12 - \$16	\$12 - \$16		54 gravel sites, pull-throughs, back-ins, room for slideouts, electric, 20 amp, Lake Francis Case, fishing, ramp, boat rental, boating, pavilion, showers, restrooms, dump station, public phone, firewood, paved roads, fish cleaning station	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Randall Creek Recreation Area	Pickstown	SD	\$18	\$18	\$37	132 paved sites, back-ins, electric, 30 amp, Missouri River, swimming, fishing, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 4 cabins, paved roads, dump station, public phone, fish cleaning station, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle
Richmond Lake Recreation Area	Aberdeen	SD	\$14 - \$18	\$14 - \$18	\$37	24 paved sites, pull-throughs, back-ins, room for slideouts, electric, 30 amp, Richmond Lake, swimming, fishing, dock, ramp, boating, horseshoes, planned activities, pavilion, playground, outdoor games, showers, restrooms, 1 cabin, dump station, public phone, paved roads, horseback riding, nature trails, beach, picnicking, shelter	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

COMPETITION							
Park Name	City	State	RV Rates	Tent Rates	Cottage Rates	Amenities	Notes
Rocky Point Recreation Area	Belle Fourche	SD	\$14 - \$18	\$14 - \$18		50 gravel sites, pull-throughs, back-ins, room for slideouts, big rig sites, electric, 30/50 amp, Belle Fourche Reservoir, fishing, boat rental, boating, ramp, pavilion, playground, outdoor games, showers, restrooms, dump station, BBQ at site, table at site, paved roads, fish cleaning station, nature trails, rentals, picnicking, shelters	gfp.sd.gov/state-parks Daily license - \$4 per person or \$6 per vehicle

APPENDIX C

INTERNET SERVICE

Many state parks in Montana currently have internet capability, while the more remote areas do not have internet service outside of dial-up. This research document is designed to explore ways of enhancing internet and WIFI services within the Montana State Parks for both the staff and the visitors.

TengoInternet

TengoInternet is the largest high-speed wireless internet provider and WIFI hotspot installer for the outdoor hospitality industry. TengoInternet offers turnkey WIFI setup solutions through network design, installation, management and guest wireless internet support services. The company currently manages internet access at more than 900 RV parks and resorts, campgrounds, hotels and marinas in 48 states, Canada and Mexico with high speed wired and wireless networks.

Contact

The direct contact with TengoInternet is Michael Odom. He may be reached via phone at 512-579-3522 or email at modom@tengointernet.net.

State Park Experience

TengoInternet currently has a contract with the State of Kentucky for 13 state park locations. The work is arranged so that there is an individual contract for each state park. The State of Kentucky is providing internet access to park guests and charges a minimal fee to guests for use. In the first year, the state made back 80% of the cost of servicing the internet. In next year's budget, the state will list internet service as a revenue item instead of a cost item.

Tony Henderson was provided as a reference for the State of Kentucky work by TengoInternet and can be contacted via phone at 502-568-8110 or email at tony.henderson@ky.gov.

Recommendation

The State of Montana parks have two options: provide internet service for office use and online reservation systems or provide internet service to park offices and access to guests from any location in the park.

Provide Internet Service to Park Offices Only

If the state chooses to only provide internet service to the park offices in the more remote locations, the state may contract directly with an internet service provider. Although satellite is not the desired choice, it will work for the most remote areas. The recommended providers are listed in the order of preference based on the recommendation of TengoInternet: Exede, WildBlue and HughesNet.

Provide Internet Service to Park Offices and Internet Access to Park Guests

The State of Montana may choose to provide internet access to the park offices as well as internet access to guests from any location in the park. If the State chooses this option, internet providers may be contracted separately or TengoInternet can include the contract in their services with the State.

Contracts and Fees

TengoInternet and/or internet service providers will provide individual proposals and contracts for each park in the State in need of service. Pricing will vary with the location and individual needs of each park.

Buddy or Group Sites

